A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

February 19, 1968

New opportunities for company solos at U.S. Trade Centers

International Trade Winds Newsletter

Company News

DATA PROCESSING—Sperry Rand Corp., Philadelphia, Pa., has announced receipt of an order from the Institute of Technology in Milan, Italy, for a Univac 1108 Model computer system, valued at approximately $1.6 million. Scheduled for delivery this spring, the system will be installed in the Institute's computer center, where it will be used for solving a wide variety of scientific and engineering problems. The unit is planned for operation in a time-sharing capacity.

ELECTRONICS—Solitron Devices, Inc., New York-based manufacturers of electronic components for computers, business machines, recorders, and transmitters, will spearhead the development of a new 60-acre industrial park in Curacao, according to the Government of the Netherlands Antilles. The park, said to be the only one in the Caribbean devoted entirely to electronics-based companies, is scheduled to include plants for ten U.S. companies, to be built over a period of five years. Total employment generated by the new project is expected to reach 3,000.

COMMUNICATIONS—ITT World Communications, Inc., a subsidiary of International Telephone and Telegraph Corp., New York, will provide the first high-speed data communication channel to link the United States and Denmark. The channel will be used by Scandinavian Airlines System to help speed the flow of passenger and operational data. In addition to linking its New York and Copenhagen facilities, the data channel will interconnect SAS operations in Tokyo, Bangkok, Hong Kong, Manila, and Singapore.

CHEMICALS—Marbon Chemicals, Washington, W. Va., a member of the Borg-Warner group, has founded a German subsidiary, Marbon-Deutschland G.m.b.H. & Co., K.G., Bielefeld. Establishment of the new company was effected through the Dutch Marbon subsidiary Marbon N.V., of Amsterdam. The new firm is to sell the company's thermoplastic materials in the German market. The German Marbon subsidiary has been founded as a pure sales company.

"We very much want businessmen to share their ideas and experiences with us, both in public hearings beginning March 25 and in private consultations. The closest possible cooperation between business and government is, we have found, absolutely essential to the effective conduct of trade negotiations." It was said by Ambassador William M. Roth, the President's Special Representative for Trade Negotiations. To testify or present written views to the hearings he mentioned, consult story in last week's INTERNATIONAL COMMERCE.

Advertising executives forming a trade mission? It's on the way. Destination: Australia. The first industry-organized government-assisted mission in this field is being organized by the Advertising Marketing International Network, an international association of ad agencies. Several U.S. members of AMIN will attend an annual meeting in Sydney in October and then visit four or five Australian cities to develop new leads for their U.S. clients.

A claim payment of $118,000 by the Foreign Credit Insurance Association to the Raytheon Co. is acknowledged in the FCIA News. The buyer, in a Near East market, had deposited local currency in payment but dollar remittance was delayed because of his government's exchange restrictions. So FCIA stepped in with the dollar payment. Raytheon says the sale, a medium term transaction, would never have been attempted without benefit of FCIA insurance.

Want to argue an idea with Walter H. Johnson, Jr., of Sales and Marketing Executives-International: "The marketer—harnessing the driving force of motivation—can stimulate human progress better than the social planner or welfare administrator. People are reached by communicators and motivators, not doctors, lawyers or educators. The world is the marketer's forum, his challenge, his arena. He must meet its trials. He becomes personally involved with its issues."

Teams of tax assistors are moving around the world right now to help U.S. businessmen abroad with their Federal income tax returns. This year, the Internal Revenue Service has 24 representatives visiting U.S. Embassies and Consulates in 123 cities in 52 countries before the April 15 deadline. They supplement the help given throughout the year by IRS personnel permanently stationed overseas. The latter are in U.S. Embassies in Paris, Ottawa, London, Manila, Mexico City, Bonn, Rome, Tokyo, and in Sao Paulo.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

Alexander B. Trowbridge
Secretary

Lawrence C. McQuade
Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

America A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must submit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any U.S. Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for all U.S. Government periodicals.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

An example of a between-regular-shows presentation at one of the U.S. Trade Centers overseas was this display of high-speed camera equipment put before Japanese buyers last July 10 to 12 in Tokyo. The exhibition was put together by NAC, Inc., for three California companies: D. B. Milliken, Photo-Sonics, and Benson-Lehner Corp. A story that examines the Trade Centers' between-regular-shows program begins on Page 2.

February 19, 1968

Volume 74
Number 8

International Commerce

Published by
BUREAU OF INTERNATIONAL COMMERCE

Trade Centers Busy With Solos Between Shows 2

Product promotions, sales meetings, technical seminars illustrate opportunities for single company use of overseas centers

2.9 Million U.S. Jobs Tied To Exports 4

Recent study assesses affect of productivity gains in export industries and overall trade growth during 1960-65

321 New Market Reports From Abroad Listed 7

Worldwide trade prospects for individual commodities in specific markets reported by U.S. commercial specialists

Stockholm Automotive Show Lands Agents 16

Five distributorships and negotiations for seven others result from locally-mounted show of auto repair and maintenance goods

Turks Foresee Continuing Steady Growth 17

Ambitious 1968 import program reflects Development Plan's strong emphasis on industrial growth

UN Development Program Lists New Projects 28

Estimated cost of programs throughout the world is $232 million; education, natural resource development stressed

MISCELLANEOUS—Eight LAFTA nations sign chemical pact 6
New Commerce pamphlet explains U.S. foreign trade in basic terms 6
WORLDWIDE BUSINESS OUTLOOK—Growing Mexico seeks diversity 19
State Department book lists all treaties in force for U.S. 19
Belgium expects moderate, but not outstanding, growth in 1968 20
Swedes grow uncertain as expected upturn fails to materialize 22
Banner Indian crop year may exceed optimistic forecasts 24
FOREIGN GOVERNMENT ACTIONS—Yugoslav reforms curb imports 25
Ireland cuts import duties on several types of vehicles 25
Laos raises duty rates on imports of some petroleum products 25
INVESTMENT OPPORTUNITIES—European firms offer licenses 26
WORLD TRADE OPPORTUNITIES—Argentina asks bids on project 33
Costa Rican railway asks bids on new or reconditioned rails 34

INDUSTRIAL SEMINARS are frequently held in Trade Center facilities to acquaint local engineers with new U.S. techniques, as in this Tokyo data session.

Trade Centers spur solos

Company-sponsored shows, seminars, window displays highlight between-show uses

Up-to-date marketing know-how in major overseas markets—FREE.

Heart-of-market product display space —FREE.

Private business consultation rooms—FREE.

Conference space for seminars and sales meetings—FREE.

Shipment of products overseas—AT COMPANY EXPENSE.

Exhibition design and layout—AT COMPANY EXPENSE.

Exhibition publicity and special events —AT COMPANY EXPENSE.

Nearly five hundred U.S. companies have looked at such a ledger in the past two years and decided that the opportunity was too good to pass up. Other hundreds of companies can do the same now, in what is called the between-shows program of the six U.S. Trade Centers.

Each of the Trade Centers—located in London, Frankfurt, Tokyo, Milan, Stockholm, and Bangkok—stages eight to ten major exhibitions, usually six days long, each year, leaving the balance of the calendar open for use by individual companies.

U.S. firms and their local representatives use the Trade Center showrooms for solo exhibitions, the conference rooms for seminars or sales meetings, and the outside windows for sample displays.

In 1967, 197 companies held their own product shows, recording more than $546,000 in immediate sales, with projected sales totaling $4.5 million.

Use of the Trade Center facilities is free to U.S. firms, as is advice from the experienced marketing specialists on the staff of each Center. Exhibitors pay their own expenses for transportation, publicity, design, layout and, in some unusual cases, specialized utilities required, but the cumulative experience of the Center staff is always available to help.

Requests for use of Trade Center space for between-show activities are initiated by interested companies and are arranged directly by the firm and the individual Trade Center directors. The success or failure of these specialized uses of the Centers rests with the originating companies, and the record shows successes far outweighing failures.

No set pattern applies to between-show promotions. One U.S. firm can stage an exhibition by itself or a group of firms can join forces.

The largest between-show exhibition of medical and scientific instruments held to date in the Tokyo Center was sponsored in November 1966 by American Commercial, Inc., of Tokyo. Exhibit booths, manned by more than 30 American Commercial salesmen and technicians, featured the products of 29 U.S. manufacturers.

"We sent 21,000 invitations to private as well as government institutions, and advertised in the trade press," reported S. Ishikura, marketing director for American Commercial, "and 1,524 persons came to visit the show." Another company official said, "We never expected to take orders at the show—but we did."

Floor orders amounted to $85,000. Estimates of new business in Japan within a year were $450,000. The Trade Center staff helped American Commercial by issuing a press release and lending design guidance for the display.

The State of North Carolina Trade Mission is another example of a group effort that paid off in export profits. In October of 1966 this Industry Organized-Government Approved Trade Mission of 15 textile manufacturers from North Carolina borrowed the Stockholm Trade Center to promote North Carolina apparel and household products, marking the first time a U.S. Trade Center abroad had been used in this way. Most of the North Carolina manufacturers on the mission were new to the Scandinavian market, and some were new to exporting.

By the end of the five-day show, the firms had signed 15 agency, distributorship and licensing arrangements, and 12

additional arrangements were under negotiation. Floor sales at the Trade Center totaled $34,300. Estimated sales within a year of the promotion were $790,000.

The Trade Center files are chock-full of success stories on do-it-yourself shows.

Kulicke & Soffa AG of Zug, Switzerland, European subsidiary of Kulicke & Soffa, Fort Washington, Pa., agents for 24 U.S. electronics firms, used the Frankfurt Trade Center for a six-day show devoted solely to one sector of the vast electronics industry—semiconductor production equipment.

The overseas representative reported $2.6 million in floor sales—the largest volume yet recorded for a between-show promotion at any of the U.S. Trade Centers—and estimated additional business at $7.5 million within a year of the show.

U.S. manufacturers say the Trade Center is a natural for introducing new products and techniques in foreign markets.

In one of the most recent between-show promotions, Folke Ornstedt, AB, a Stockholm distributor of Buick automobiles, staged a solo exhibition of 1968 Buick models in the Trade Center there. Despite the high price of the cars in Sweden—$8,400 to $10,400—the agent estimated that he had made ten definite sales contacts among the select clientele invited to the showing.

Two concurrent between-show exhibitions demonstrated the possibilities of profit from such shows at the Tokyo Trade Center last July.

Rikei Trading Co., a Tokyo firm which had represented several American firms in regular Trade Center shows, and had completed agency agreements to represent U.S. companies at those shows, decided to hold a showing of the products of its U.S. clients.

Result: $35,000 in immediate sales to the 1,250 eager buyers attending, with predictions of another $450,000 in sales to come.

While Rikei rang up sales in one part of the Center, NAC, Inc., another Japanese agent for three U.S. firms, was showing D. B. Milliken, Photo-Sonics, and Benson-Lehner products to 500 visitors in another sales area. Over 25% of the industry executives invited to the NAC show came to look over the new products.

Between-show activities planned at just one of the Trade Centers—in Frankfurt—for the first part of this year include sales promotions of automobiles, silverware, bedspreads, carpets, curtains, food products, and precision tools. Also on the schedule are a sales seminar and a showing of a promotional film.

Advance planning is essential for a successful between-show presentation at any of the Trade Centers. U.S. firms or their agents in foreign countries should contact Center directors as follows: London—Donald S. Kilby, 57 St James' St., London S.W.1, England; Bangkok—Charles Welbert, 971 New Rd., Bangkok, Thailand; Frankfurt—Wolfgang F. Robinow, Bockenheimer Landstrasse 2-4, Frankfurt am Main, Germany; Tokyo—Richard Garnitz, Tameike Toku Building, 1-14 Akasaka, 1-Chome, Minato-ku, Tokyo, Japan; Milan—Martin Stahl, Palazzo Agricoltura, Via Gattamelata 5, Milan, Italy; and Stockholm—Stephen Duncan-Peters, Vasagatan, 11, Stockholm C, Sweden.

WINDOW DISPLAYS show samples of U.S. products to the public passing the centrally-located Trade Centers, such as London Center (above). Two-day sales session and workhop for Japanese businessmen was held at Tokyo Center by local agent for Varian Associates (below) who predicted $112,000 in sales.

Exhibit conditions

Each Trade Center has a different physical layout, and so differing characteristics are found. Freight access doors vary in size from 13 by 13 feet at Stockholm to London's 4 feet 11 inches wide by 10 feet high, and floor load limits range from 200 pounds per square foot at Milan to Tokyo's 72 pound capacity (with higher loads permissible by special arrangement). Electrical supplies vary with local usage—50 to 60 cycles, 110 to 380 volts, one to three phase. U.S. companies or agents who are interested in making use of Trade Center facilities between regular shows should contact the Center directors to make final arrangements.

Recent study shows 2.9 million jobs in U.S. are export-related

Total based on '65 data; changes in such jobs since '60 affected by productivity gains, demands of one industry upon others

By DANIEL ROXON

Employment in the United States related to exports of goods increased by almost 4%, or 91,000, between 1960 and 1965, so that in 1965 there were an estimated 2.4 million such jobs. Another half million jobs were attributable in 1965 to exports of services.

Changes in employment attributable to exports result from the interaction of several influences. As the volume of exports expands, export employment may be expected to increase. Productivity gains (output per man-hour) in export industries, may however, limit the increase in export-related employment to a fraction of the advance in the export volume. Continuous gains in productivity are, of course, a major element in maintaining or reducing costs and permitting an improvement in our competitive position in foreign markets.

Between 1960 and 1965 the value of merchandise exports in constant dollars rose by 31% while related employment rose by 4%, implying an annual average productivity change in export industries of 4.7%. The average productivity change for the private economy during the same period was 3.5%.

By comparison

Part of the higher productivity rate in the export industries arises from the greater importance of agricultural industries in merchandise exports than in total national output. Productivity in agricultural industries increased at an annual average rate of more than 6% from 1960 to 1965. Even if the comparisons were limited to nonagricultural industries, the productivity rate is still higher—4% compared with the national average for all nonfarm industries of 3.2%.

The effect of productivity increases on the level of employment attributable to exports in 1960 and 1965 can be expressed in another way. In 1965, about 91,000 workers were required for each billion dollars of goods exported; in 1960, about 115,000 were required.

Another factor affecting export-employment estimates is the change in demands of one industry upon other industries for materials and services. If, for example, the automobile industry substitutes the use of plastics for steel, indirect steel employment generated by automobile exports may be decreased while that for plastics may be increased.

In 1965, the manufacturing industries employed about 1.1 million workers in production of goods for export. About 600,000 workers in the service industries, over 500,000 in the agricultural, forestry, and fishery industries, and nearly 66,000 in mining were similarly employed (see chart, p. 4). The 600,000 workers in the service industries are the indirect export labor requirements in those industries. They should not be confused with the 500,000 workers in all industries who contribute either directly or indirectly to the export of services.

Little change

The 2.4 million jobs related to merchandise exports in 1965 represented 3.8% of total domestic private employment, roughly the same proportion as in 1960. Private employment includes wage and salary workers on establishment payrolls and self-employed and unpaid family workers. The count of wage and salary workers is a count of jobs which includes multijobholders more than once while the count of self-employed and unpaid family workers is a count of persons.

In agriculture, forestry, and fisheries, export employment in 1965 accounted for 10.9% of total employment and in mining, 9.5%.

Over 6% of total manufacturing employment in 1965 was related to exports of goods, about the same as in 1960.

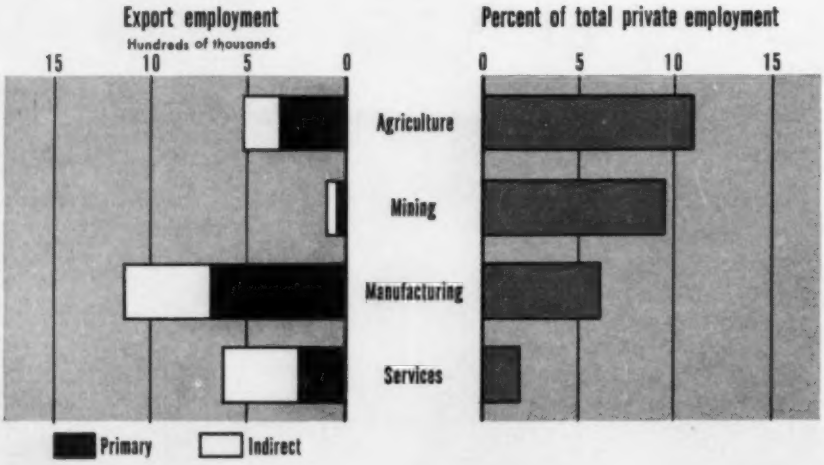
Of all employment attributable to merchandise exports in 1965, 54% was considered primary and 46% indirect. Primary employment is defined as the employment of a specific industry required to produce the product in the form in which it is exported. Indirect employment relates to that part of an industry's output which is incorporated in other exports.

In manufacturing

About half the total increase in export employment in the manufacturing sector in 1965 was concentrated in the machinery industries. The approximately 335,000 jobs related to exports of machinery then represented 9.7% of total employment in these industries, about the same as in 1960.

For the individual machinery industries, change in export employment levels from 1960 to 1965 were mixed. Export employment in the engine and turbine

Export employment as percent of total employment in major industries, 1965

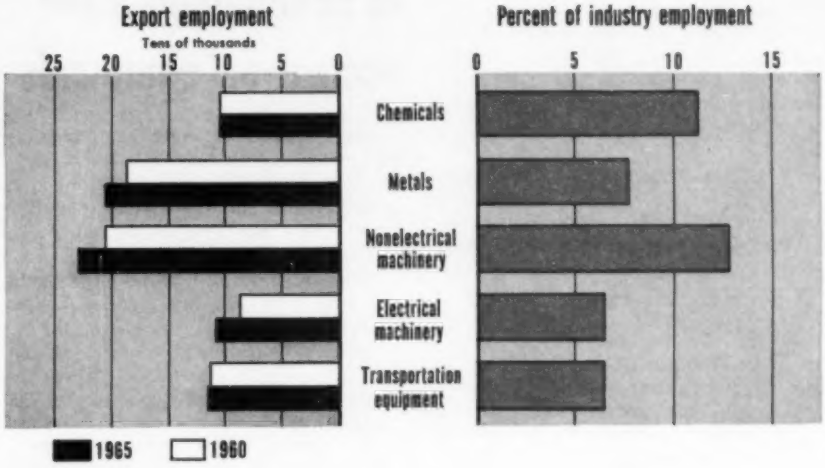


industry increased sharply, raising its share of employment to 20% in 1965 from 16% in 1960. The pronounced rise in the level of export employment for office, computing, and accounting machines, and in its greater contribution to total employment, to 12 from 9% of total employment, was of special interest. This change occurred while total employment in the industry was expanding rapidly.

Increases in export employment were fairly widespread in the rest of the manufacturing sector. Moderate gains were registered in the lumber and paper industries.

Technically advanced products such as scientific and measuring instruments and optical and photographic equipment have found wider acceptance by foreign customers. Employment related to such exports advanced sharply from 1960 to 1965.

Export employment as percent of employment in major manufacturing industries



In agriculture

Export employment accounted for about 10.9% of total employment in agriculture, forestry, and fisheries in 1965 compared with 9.3% in 1960. However, total export employment in this sector declined by 10%. This drop can be attributed to the sharp rise in productivity, which more than offset the more moderate increase in exports of these commodities.

Employment patterns in the mining sector were similar to those in agriculture. Export employment was 9.5% of total employment in 1965, a slight increase over 1960. Total export employment slipped moderately but at a lower rate than for total employment. Here again, the improvement in productivity outweighed the growth in the volume of exports.

In the service sector, export employment was about 2% of total employment in 1960 and 1965. The level of employment in this sector was substantial (over 600,000 in 1965) and represented an increase of almost 10% over 1960. In one of the service sectors, the transportation industry, about 6% of the workers produced for export in 1960 and 1965, a figure considerably higher than the average for the service sector as a whole.

The distinction between primary and indirect export employment provides additional information regarding the effect of changes in the magnitude and composition of exports of goods and services from 1960 to 1965 on employment in a particular industry. In both years, about 55% of all export employment was considered primary, and the rest indirect.

The principal industry sectors also showed little change in the ratio of primary to indirect export employment from 1960 to 1965, although there were fairly wide variations in this ratio between individual industries. Primary and indirect proportions for a particular industry depend on the degree of fabrication of the item produced. Industries whose output consists mainly of raw or semifinished commodities generally incorporated into other products are likely to have a larger proportion of indirect than primary employment. Conversely, industries producing highly processed items will probably have a greater share of their export employment designated as primary.

In manufacturing, primary export employment was 60% of total export employment in 1960 and 1965. In mining, the major proportion of export employment was indirect rather than primary, coal mining being an exception.

Primary export employment predominated in the farm sector, where the heavy volume of sales to foreign customers of raw cotton, grains, soybeans, and other basic agricultural products exceeded the requirement for these products in other exporting industries.

Primary export employment in services represented the transportation costs and trade margins for delivery of goods from the plant to U.S. ports.

Supporting employment

The indirect export employment estimates discussed in the preceding section relate to the number of jobs in one industry resulting from exports of all other industries. Another view of indirect employment provides an estimate of the effect that exports of an individual industry have on employment in every other industry, that is, those industries which provide materials and services required by the individual industry to produce its export product.

Such employment is termed "supporting" to distinguish it from the previous type of indirect employment. Primary employment, or the number of jobs in an industry related to the exports of its own products, remains, of course, the same. Thus, the total employment effect of exports of an individual industry is the sum of both the primary and supporting components. For example, exports of motor vehicles in 1965 resulted in a total of 110,000 jobs in all industries. Of these, about 35,000 were located in the motor vehicle industry and were primary employment jobs. The remaining 75,000 jobs were in the steel, rubber, metal fabricating, business service, and other industries and were supporting employment. Expressed somewhat differently, this means that for every job in the motor vehicle

Daniel Roxon, formerly of the Commerce and Labor Departments, is now with the Federal Reserve Board. The accompanying article was condensed by him for INTERNATIONAL COMMERCE *readers from a report published in the December 1967 issue of the Labor Department's* Monthly Labor Review. *For single copies of that periodical, at 75 cents each,* **write:** *Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.*

industry attributable to exports, there were two jobs in other industries.

The distribution of employment related to exports of a particular industry between the primary and supporting components varies with the pattern of production of the exporting industry. In agriculture, mining, and the service sectors, the major portion is primary, with ratios to supporting employment of about 2 or 3 to 1.

A greater proportion of employment accounted for by exports of manufacturing industries in 1960 and 1965 was supporting rather than primary employment. For every job in a manufacturing industry producing for export, there was, on the average, another 1¼ jobs in other industries. In the machinery industries, there was about a 1-to-1 relationship between primary and supporting employment, although considerable variation prevailed among producers of different types of machinery.

Data and methods

Estimates of employment attributable to exports were developed with an input-output framework. These input-output relationships were translated into interindustry employment tables by the Division of Economic Growth, Bureau of Labor Statistics. Such employment tables indicate the primary and indirect employment required in each industry per billion dollars of final demand, or as in this case, exports.

(*Projections 1970: Interindustry Relationships, Potential Demand, Employment* (BLS Bulletin 1536, 1966), pp. 100-102, describes an interindustry employment table. See also the Labor Department's *Monthly Labor Review*, July 1965, pp. 841-850; and the Commerce Department's *Survey of Current Business*, September 1965, pp. 33-49.)

Two estimates of employment attributable to exports were made. The first, related to the value of goods alone, was based on the value of merchandise exports (including the costs of transportation and other services to deliver the commodity from domestic plants to U.S. ports), essentially as reported in the official foreign trade data of the Bureau of Census. The second estimate was based on the value of exports of all goods and services as shown in the gross export figures of the GNP and the current account sector of balance of payments data.

The 1960 and 1965 export employment estimates presented here are not comparable in conceptual coverage to previous estimates published for 1960 by the Bureau of Labor Statistics. The 1960 data have been revised to make them comparable with the 1965 data.

Eight LAFTA nations in complementation accord on chemicals

Representatives of eight member countries of the Latin American Free Trade Association (LAFTA) recently signed a protocol for what will become the fifth LAFTA complementation agreement.

The new agreement, in the chemical industry, will also benefit the three group members who did not sign—Ecuador, Paraguay and Bolivia—by virtue of their status as less-developed countries within LAFTA.

Most tariff concession contained in the protocol are substantial and, in many cases, tariffs are eliminated entirely. About 75% of the products included, however, have had earlier reductions in tariffs on national lists. Included are about 125 basic chemicals, such as salt, tar, sulphuric acid, sodium bicarbonate, caustic soda, and eight essential oils. Petroleum and drugs are not involved, but it is expected that additional products will be included subsequently.

The protocol, now under study by the LAFTA Permanent Executive Committee for determination of its acceptability under the terms of the Treaty of Montevideo, is also subject to the passage of implementing decrees by member countries before becoming effective.

In essence, complementation agreements are designed to accelerate industrial development and integration by enabling the industries involved to coordinate their plans for expansion, specialization and diversification. Previous agreements concluded involve computers, electron tubes, electrical, mechanical and heating equipment for home use, and electronic and electrical communications equipment.

In hopes of increasing the number of industry complementation agreements, the Seventh LAFTA Conference (Oct. 23-Dec. 19, 1967) passed a resolution asking the Permanent Executive Committee to study a proposal to increase flexibility by broadening individual agreements to cover several industrial sectors. At present, only one sector may be included in any one agreement.

Copies of the chemical industry complementation proposal, in Spanish, may be obtained on a loan basis from the American Republics Division, BIC, U.S. Department of Commerce, Washington, D.C. 20230.

Foreign trade course scheduled in New Haven

A five-week series of Foreign Trade Classes for businessmen begins Feb. 21 in New Haven, Conn. Topics to be covered include: methods of exporting, market potential, financing export shipments, phases of international transportation, quotation and documentation, assistance available to exporters, and export success.

The classes, which run from 7-9 p.m. on five consecutive Wednesdays, will be held at the First New Haven National Bank. There is no charge for the course, which is co-sponsored by the bank, the local Department of Commerce Field Office, and the Regional Export Expansion Council.

Pamphlet explains U.S. foreign trade in popular terms

"International Trade: Gateway to Growth," a booklet describing in basic terms how the everyday life of Americans is affected by two-way commerce with the world, has been published by the U.S. Department of Commerce.

It is the eighth in a series of "Do You Know Your Economic ABC's" booklets.

Subjects previously covered in the ABC's series are gross national product, balance of payments, the profit system, patents, economic growth, science and technology for mankind's progress, and precision measurement.

In the foreword, President Johnson outlines some of the benefits the United States has realized through two-way trade.

According to the President: "These include strengthening the domestic economy and giving U.S. consumers a wider choice of products at competitive prices. World trade has fostered economic growth and stability in the industrialized countries and has helped the developing countries modernize their economies."

The 47-page booklet explains various aspects of trade, such as import duties, quotas, trade barriers, and competition between imported and American-made products.

"International Trade: Gateway to Growth" is for sale at the Government Printing Office for 25 cents a copy (as are all previous booklets in the series), and from the U.S. Commerce Department Field Offices.

Latest Foreign Market Service listing contains 321 new titles

Various trade prospects for individual commodities reported by U.S. commercial specialists abroad

This monthly listing of Foreign Market Service Reports is the third that has been prepared by computer.

Reports on trade prospects for individual commodities are sent to the Department of Commerce by commercial officers at Embassy and Consulate posts throughout the world. These reports are now listed under the Standard Industrial Classification system, with detail at the five-digit level.

The two previous computerized listings, the current one, and all future listings will be stored in the computer, so that eventually the Department of Commerce will be able to provide world traders with information on all foreign service reports on particular commodities from individual countries over a specified period of time.

Firms interested in agriculture, forestry or fisheries should consult numbers beginning with digits 01-09. Mining and construction categories begin with digits 10-17. Manufacturing and manufactured products are in categories beginning with digits 19-39. Service industries are categorized by digits beginning with 40-49.

The reports should be ordered by DIB number (such as DIB 67-11-001).

These listings appear regularly in INTERNATIONAL COMMERCE as new reports become available for sale. Listings have appeared in the Apr. 17, May 15, June 12, July 24, Aug. 14, Sept. 4, Oct. 2, Nov. 6, Dec. 11, 1967 and Jan. 22, 1968 issues.

The reports are available for $1.50 each from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Make checks payable to the Clearinghouse.

01—AGRICULTURAL PRODUCTION

01000—Agricultural Production

Agricultural situation in: **Australia,** 5pp, (DIB 68-01-014); **India,** 2pp, (DIB 68-01-256); **Iran,** 1p, (DIB 68-01-260); **Morocco,** 12pp, (DIB 68-01-013); **Portugal,** 3pp, (DIB 68-01-259); **Spain,** 3pp, (DIB 68-01-151); **USSR,** 40pp, (DIB 68-01-011).

Argentina: Nov. 1967 crop report, 2pp, (DIB 68-01-257); **Australia:** Farming from the air up 100% from last year, 1p, (DIB 68-01-261); **Austria:** New Long-term Austro-Polish trade agreement, 3pp, (DIB 68-01-009); **Austria:** New 5-yr. trade agreement with Hungary, 2pp, (DIB 68-01-008); **Japan** increases foodstuff imports, 5pp, (DIB 68-01-010); **Japan:** Agricultural imports from Communist China, 3pp, (DIB 68-01-015); **Malaysia:** Revised estimated food balances, 5pp, (DIB 68-01-017).

Mozambique: Agricultural policy—3rd six-year plan, 2pp, (DIB 68-01-016); **Rhodesia:** Agricultural policy—irrigation loans, 2pp, (DIB 68-01-012); **United Kingdom:** Agricultural conditions in England & Wales, Nov. 1967, 3pp, (DIB 68-01-193); **United Kingdom:** Minister of Agriculture confers with British food trade on impact of devaluation upon food prices, 3pp, DIB 68-01-192); **Yugoslavia:** Kombinats—notes on recent developments, 3pp, (DIB 68-01-007); **Yugoslavia** faces barriers to agricultural trade with Western European countries, 3pp, (DIB 68-01-184).

01100—Field Crops

Uruguay: Government decree to alleviate feed, forage & food shortages, 22pp, (DIB 68-01-253).

01120—Cotton

Brazil: Cotton quarterly, 5pp, (DIB 68-01-185); **Burundi/Rwanda:** Burundi cotton harvest—latest figure, 1p, (DIB 68-01-173); **Egypt (UAR):** Cotton shipments & consumption reached 9.4 million metric kantar, 1p, (DIB 68-01-119); **Egypt (UAR):** Cotton, 11pp, (DIB 68-01-175); **Egypt (UAR):** World market for UAR cotton changed, 4pp, DIB 68-01-267); **France:** Cotton—quarterly report, 5pp, (DIB 68-01-129); **India:** Cotton quarterly, 16pp, (DIB 68-01-269); **Iran:** Cotton acreage reduced, 2pp, (DIB 68-01-117); **Italy:** Cotton—Fall 1967, 14pp, (DIB 68-01-128); **Japan:** Quarterly cotton report, 6pp, (DIB 68-01-116); **Malta:** U.S.-Malta cotton textile agreement, 3pp, (DIB 68-01-235); **Mexico:** Quarterly cotton report, 3pp, (DIB 68-01-118); **Pakistan:** Cotton quarterly report, July-Sept. 1967, 5pp, (DIB 68-01-266); **Peru:** Cotton quarterly report, 9pp, (DIB 68-01-115); **Turkey:** Cotton, 6pp, (DIB 68-01-174); **Turkish** participation in International Cotton Institute, 5pp, (DIB 68-01-270); **United Kingdom:** Cotton, 8pp, (DIB 68-01-186); **Venezuela:** Government reports success on long fiber cotton, 3pp, (DIB 68-01-130); **West Germany:** Cotton quarterly Aug.-Oct. 1967, 14pp, (DIB 68-01-268).

01130—Cash Grains

Common Market: Premiums, discounts & minimum conditions for grain intervention, 12pp, (DIB 68-01-228); Crop prospects

in South **India,** 3pp, (DIB 68-01-316); **India:** Foodgrain imports, 2pp, (DIB 68-01-292).

Iran: Seminar on wheat & bread, 3pp, (DIB 68-01-188); **Japan** increases foodstuff imports, 5pp, (DIB 68-01-010); **Japan:** Agricultural imports from Communist China, 3pp, (DIB 68-01-015); **Lebanon:** Wheat & feed grains, 5pp, (DIB 68-01-136); **Netherlands:** Grains & feed—monthly report on imports, stocks, collections & export subsidies, 3pp, (DIB 68-01-050); **New Zealand:** Revised feed grains statistics, 3pp, (DIB 68-01-051); **Pakistan:** Quarterly grain & feed report, July-Sept. 1967, 5pp, (DIB 68-01-052).

Peru: Customs tariff on wheat imports removed, 3pp, (DIB 68-01-053); **Republic of S. Africa:** Winter grain crops 1967-68, 2pp, (DIB 68-01-054); **Tunisia** grains & feeds—current production & supply, 6pp, (DIB 68-01-139); **Turkey:** Rice, 4pp, (DIB 68-01-178); **United Kingdom:** Home Grown Cereal Authority's first estimate of supplies & requirements of cereals, 1967-68, 9pp, (DIB 68-01-055); **United Kingdom:** Home Grown Cereal Authority's revised estimate of supplies & requirements of cereals, 1967-68, 6pp, (DIB 68-01-187); **West German** rice industry, 2pp, (DIB 68-01-152); **Yugoslavia:** Area seeded to winter wheat in 1967, 1p, (DIB 68-01-262).

01131—Food Grains

Argentina, 1967-68 crop estimates—wheat production & planted area for rice & tobacco, 2pp, (DIB 68-01-289); **Australia:** Grain, 1p, (DIB 68-01-047); **Australia:** Wheat & flour exports, 3pp, (DIB 68-01-137.

Austria: Breadgrain & coarse grain stocks, 2pp, (DIB 68-01-190); **Brazil:** Grain & feed, 2pp, (DIB 68-01-048); **Canada:** Wheat sale to Communist China will cost government subsidy, 2pp, (DIB 68-01-290); **Ceylon:** Agriculture—progress report on "grow more food" campaign, 7pp, (DIB 68-01-067); **China:** Grain production—Mainland China, 1p, (DIB 68-01-169); **France:** Grains & feed—quarterly report July-Sept. 1967, 16pp, (DIB 68-01-049).

01136—Dry Beans, Dry Peas & Other Pulses

Grains and feeds—pulses—in: **Brazil,** 2pp, (DIB 68-01-056); **Colombia,** 14pp, (DIB 68-01-057); **Costa Rica,** 7pp, (DIB 68-01-058); **Dominican Republic,** 1p, (DIB 68-01-059); **Mexico,** 4pp, (DIB 68-01-061); **Nicaragua,** 2pp, (DIB 68-01-062); **Panama,** 3pp, (DIB 68-01-291); **El Salvador,** 6pp, (DIB 68-01-060); **Venezuela,** 4pp, (DIB 68-01-063).

Australia's position as a producer and consumer of navy beans, 17pp, (DIB 68-01-294); All-**India** first estimate of tur (pigeonpea) acreage, 1967-68, 3pp, (DIB 68-01-295); **Tunisia:** Grains and feeds—current production and supply, 6pp, (DIB 68-01-139).

01137—Field Crop Seeds & Field Seeds

Argentina: Seeds, 5pp, (DIB 68-01-064); **Argentina.** Flaxseed crop in 1967-68 down by 25%, 1p, (DIB 68-01-276); **Australia:** American seed firm investing heavily to improve yields of wheat, grain sorghums & other hybrid seeds, 2pp, (DIB 68-01-065); **Austria:** Breadgrain & coarse grain stocks, 2pp, (DIB 68-01-190); **Canada:** Seeds annual, 24pp, (DIB 68-01-066); **Canada:** Annual hops report, 3pp, (DIB 68-01-109); **Ceylon:** Agriculture—progress report on "grow more food" campaign, 7pp, (DIB 68-01-067); **Italy:** Trade opportunity—hybrid corn seed, 2pp, (DIB 68-01-138); **United Kingdom:** Hop crop, 1967, 3pp, (DIB 68-01-107); **Venezuela:** Hops, 4pp, (DIB 68-01-108); **West Germany:** Import tender for timothy seed, 1p, (DIB 68-01-275); **Yugoslavia** faces barriers to agricultural trade with Western European countries, 3pp, (DIB 68-01-184).

01140—Tobacco

Argentina: 1967-68 crop estimates—wheat production & planted area for rice & tobacco, 2pp, (DIB 68-01-289); **Iran:** Tobacco industry to get Bulgarian assistance, 1p, (DIB 68-01-287); **Tunisia:** Tobacco, 2pp, (DIB 68-01-095); **Turkey:** Tobacco, 7pp, (DIB 68-01-096); **Turkey:** Tobacco—Turkish newspaper article, 1p, (DIB 68-01-288).

01190—Field Crops, not elsewhere classified

Philippines: Background statement on sugar industry, 5pp, (DIB 68-01-283).

01192—Fiber Crops other than cotton

Pakistan. Export subsidies on jute & cotton, 2pp, (DIB 68-01-153).

01193—Sugar Crops

Pakistan: Annual sugar report, 4pp, (DIB 68-01-090); **Pakistan:** Sugarcane crop—second estimate 1967-68, 3pp, (DIB 68-01-154); **United Kingdom:** Commonwealth sugar agreement, 1968, 3pp, (DIB 68-01-091).

01195—Oil Bearing Crops

Brazil: Castorbeans, 3pp, (DIB 68-01-101); **Ceylon:** Agriculture—progress report on "grow more food" campaign, 7pp, (DIB 68-01-067); **India:** Peanuts & peanut oil situation, 1967-68, 2pp, (DIB 68-01-102); **Morocco:** Fats & oils—production, trade & supply outlook, 11pp, (DIB 68-01-103); **Nigeria.** Grading system for peanut crop & other moves by Marketing Board at opening 1967-68 buying season, 2pp, (DIB 68-01-041); **Pakistin:** Groundnut—final estimate acreage & production 1966-67, 2pp, (DIB 68-01-156); **Rhodesia:** Agricultural policy—peanuts could be worth millions Rudland tells farmers, 1p, (DIB 68-01-126); **Sierra Leone:** Government announces price increases to farmers for palm kernels & cocoa, 2pp, (DIB 68-01-263); **Thailand:** More castor beans in 1966-67, 7pp, (DIB 68-01-100); **Venezuela:** Sesame, 5pp, (DIB 68-01-155).

01199—Miscellaneous Field Crops

Turkey: Hops, 2pp, (DIB 68-01-293); **West Germany:** Annual Hops report, Jan.-Sept. 1967, 13pp, (DIB 68-01-123).

01220—Fruits & Tree Nuts

Greece: Dried currants, raisins, figs, 13pp, (DIB 68-01-299); **Iran:** Dried raisins, apricots, dates, 7pp, (DIB 68-01-300); **West Germany:** Import tender—fruit & vegetables for industrial processing, 1p, (DIB 68-01-021).

01221—Deciduous Fruits

Australia: Deciduous fruit situation, 11pp, (DIB 68-01-280); **Australia.** All fresh deciduous fruit annual report, 14pp, (DIB 68-01-024); **Belgium-Luxembourg:** Deciduous fruits, 11pp, (DIB 68-01-025); **Canada:** Deciduous fruit report, 21pp, (DIB 68-01-028); **Chile:** Wine, 5pp, (DIB 68-01-110); **Chile:** Fresh apples & pears, 4pp, (DIB 68-01-298); **Denmark:** Deciduous fruit, 1967, 7pp, (DIB 68-01-023); **France:** Fresh deciduous fruits—annual report, 10pp, (DIB 68-01-026).

Japan. Annual deciduous report, 16pp, (DIB 68-01-030); **Netherlands:** Deciduous fruit, 25pp, (DIB 68-01-141); **New Zealand:** Deciduous fruit, 1p, (DIB 68-01-140); **Republic of S. Africa:** Apples & pears outlook 1967-68, 2pp, (DIB 68-01-278); **Spain:** Dried fruit, 5pp, (DIB 68-01-018); **Spain** acts to restrict vineyard plantings, 1p, (DIB 68-01-070); **Sweden:** Deciduous fruit—annual report, 4pp, (DIB 68-01-031); **Turkey:** Dried fruits (raisins, figs, apricots), 9pp, (DIB 68-01-191); **United Kingdom:** Deciduous fruit report, 9pp, (DIB 68-01-019); **West Germany:** Recent developments regarding diphenylamine, 2pp, (DIB 68-01-022); **Yugoslavia:** Deciduous fruit, 7pp, (DIB 68-01-027).

01222—Tropical Fruit except citrus

Italy: Table olives—annual 1967, 4pp, (DIB 68-01-144); **Japan** increases foodstuff imports, 5pp, (DIB 68-01-010); **Malagasy Republic:** Banana exports, 2pp, (DIB 68-01-189); **Morocco:** Dried dates, 1p, (DIB 68-01-304); **Spain:** Dried fruit, 5pp, (DIB 68-01-018); **Turkey:** Dried fruits (raisins, figs, apricots), 9pp, (DIB 68-01-191).

01223—Berries

Ceylon: Tea—annual 66-67, 6pp, (DIB 68-01-099).

01224—Citrus Fruit

British Honduras: Citrus annual, 3pp, (DIB 68-01-279); **Israel:** West Bank—Citrus, 2pp, (DIB 68-01-143); **Mexico:** Citrus fruit prospects, 4pp, (DIB 68-01-029); **Morocco:** Citrus fruit production & trade, 7pp, (DIB 68-01-069); **Tunisia:** Citrus production & export outlook, 2pp, (DIB 68-01-142).

01225—Coffee & Cocoa, Other Miscellaneous Fruit

Angola: Sales of coffee authorized to new markets, 1p, (DIB 68-01-264); **Brazil:** Coffee, 20pp, (DIB 68-01-313); **Japan** increases foodstuff imports, 5pp, (DIB 68-01-010); **Nigeria:** Cocoa, 1p, (DIB 68-01-097); **Portugal:** Flood damage to International Coffee Research Center in Oeiras, 6pp, (DIB 68-01-098); **Sierra Leone:** Government announces price increases to farmers for palm kernels & cocoa, 2pp, (DIB 68-01-263); **Tanzania:** Coffee, Oct. 1967-Sept. 1968, 4pp, (DIB 68-01-265).

01226—Tree Nuts (Edible)

Tanzania: Cashew nut processing industry, 3pp, (DIB 68-01-319).

01230—Vegetables

West Germany: Import tender—fruit & vegetables for industrial processing, 1p, (DIB 68-01-021).

01231—Bulb, Root & Tuber Vegetables except potatoes

Japan: Onion situation, 2pp, (DIB 68-01-145); **Netherlands:** Onion situation, 1967-68 season, 4pp, (DIB 68-01-146).

01233—Miscellaneous Vegetables

Ceylon: Agriculture—progress report on "grow more food" campaign, 7pp, (DIB 68-01-067); **France:** Canned tomato products, 7pp, (DIB 68-01-148); **Portugal:** Canned tomatoes, 4pp, (DIB 68-01-147).

01234—Potatoes

Ceylon: Agriculture—progress report on "grow more food" campaign, 7pp, (DIB 68-01-067).

01300—Livestock

Australian-British meat trade to resume, 1p, (DIB 68-01-281); **Botswana** Meat Commission's first two years, 2pp, (DIB 68-01-075); **Peru:** Report on field trip to sugarcane & livestock producing area in Northern Peru, 4pp, (DIB 68-01-312).

01320—Dairies

Australia: Dairy situation—3rd quarter 1967, 26pp, (DIB 68-01-092); **Australia:** Dairy Produce Board to establish recombining plant in Indonesia, 2pp, (DIB 68-01-093); **Canada:** Quarterly dairy report, 15pp, (DIB-68-01-135); **Denmark:** Dairy report—3rd quarter 1967, 5pp, (DIB 68-01-273); **France:** Dairy report—3rd quarter 1967, 7pp, (DIB 68-01-271); **Ireland:** Dairy report—quarterly, 7pp, (DIB 68-01-132); **Netherlands:** Dairy report—3rd quarter 1967, 15pp, (DIB 68-01-274); **New Zealand:** Dairy report, 5pp, (DIB 68-01-134); **Sweden:** Dairy report—quarterly, 8pp, (DIB 68-01-133); **Switzerland:** Dairy report—3rd quarter 1967, 7pp, (DIB 68-01-272); **United Kingdom:** Dairy report, 22pp, (DIB 68-01-131); **Zambia** emphasizes powdered milk, 2pp, (DIB 68-01-094).

01330—Broiler Chickens

West Germany: Poultry & Eggs—3rd quarter 1967, 6pp, (DIB 68-01-158).

01340—Poultry, except broiler chickens

Austria: Imports of slaughtered poultry in Oct. 1967, with cumulative totals Jan.-Oct., 3pp, (DIB 68-01-106).

01341—Turkeys

Canada: Turkey imports, 2pp, (DIB 68-01-157); **West Germany:** Poultry & eggs—3rd quarter 1967, 6pp, (DIB 68-01-158).

01344-01345—Chicken, except broiler chickens, Eggs

West Germany: Poultry & eggs—3rd quarter 1967, 6pp, (DIB 68-01-158).

01350—Beef Cattle

Argentina: Refrigerated beef exports up 8% in first 9 months of 1967, 3pp, (DIB 68-01-077); **Argentina:** Imports of breeding cattle to be down sharply in 1967, 2pp, (DIB 68-01-076); **Brazil:** Various aspects of beef production in Central-South America, 39pp, (DIB 68-01-078); **France:** Appraisal of beef production, consumption & imports, 8pp, (DIB 68-01-079); **Ireland:** Beef exports forecast, 1968, 9pp, (DIB 68-01-080); **Ireland:** Livestock, 8pp, (DIB 68-01-159); **Japan:** Agricultural imports from Communist China, 3pp, (DIB 68-01-015); **Mexico:** Livestock export quotas, 2pp, (DIB 68-01-081); **New Zealand:** Meat export forecast, 11pp, (DIB 68-01-082); **Rhodesia:** Agricultural policy—peanuts could be worth millions Rudland tells farmers, 1p, (DIB 68-01-126); **Spain:** Livestock & meat situation, 2pp, (DIB 68-01-083); **Yugoslavia** faces barriers to agricultural trade with Western European countries, 3pp, (DIB 68-01-184).

01360—Hogs

Finland: Heavy surpluses of pork—record exports, 3pp, (DIB 68-01-084); **Ireland:** World pork study, 9pp, (DIB 68-01-085); **Ireland:** Livestock, 8pp, (DIB 68-01-159); **Netherlands:** Changes in import levies on imports from non-EEC countries, 3pp, (DIB 68-01-160).

01391—Sheep & Lambs

Ireland: Livestock, 8pp, (DIB 68-01-159); **New Zealand:** Meat export forecast, 11pp, (DIB 68-01-082).

01397—Wool & Mohair Production

Australia: Livestock, 2pp, (DIB 68-01-086); **Australia:** Wool, 2pp, (DIB 68-01-166); **Australia:** Wool Exports down, 1p, (DIB 68-01-162); **Australia:** Wool income down, 1p, (DIB 68-01-282); **Greece:** Wool—Semiannual report, 2pp, (DIB 68-01-168); **Hong Kong:** West German-Hong Kong self-restraint agreement on woolen garments, 1p, (DIB 68-01-234).

Mexico: Wool—Semiannual report, 1p, (DIB 68-01-167); **New Zealand:** Report of wool marketing study group, 2pp, (DIB 68-01-161); **New Zealand:** Semi-monthly wool report for period ended Nov. 30, 1967, 1p, (DIB 68-01-297); **Pakistan:** Semi-annual wool report, 4pp, (DIB 68-01-164); **Republic of S. Africa:** Wool & Mohair 1966-67 & 1967-68 outlook, 9pp, (DIB 68-01-165); **Turkey:** Wool & Mohair, 2pp, (DIB 68-01-163); **Uraguay:** Semi-monthly wool report (No. 10, Nov. 16-30, 1967), 2pp, (DIB 68-01-296).

01920—Horticultural Specialties

West Germany: Import tender for cut orchids, 1p, (DIB 68-01-125).

01937—Bees & Bee Products

Argentina. Production & exports of honey, 2pp, (DIB 68-01-020).

07—AGRICULTURAL SERVICES & HUNTING & TRAPPING

07130—Grist Mills, Including Custom Flour Mills

Iran: Seminar on wheat & bread, 3pp, (DIB 68-01-188).

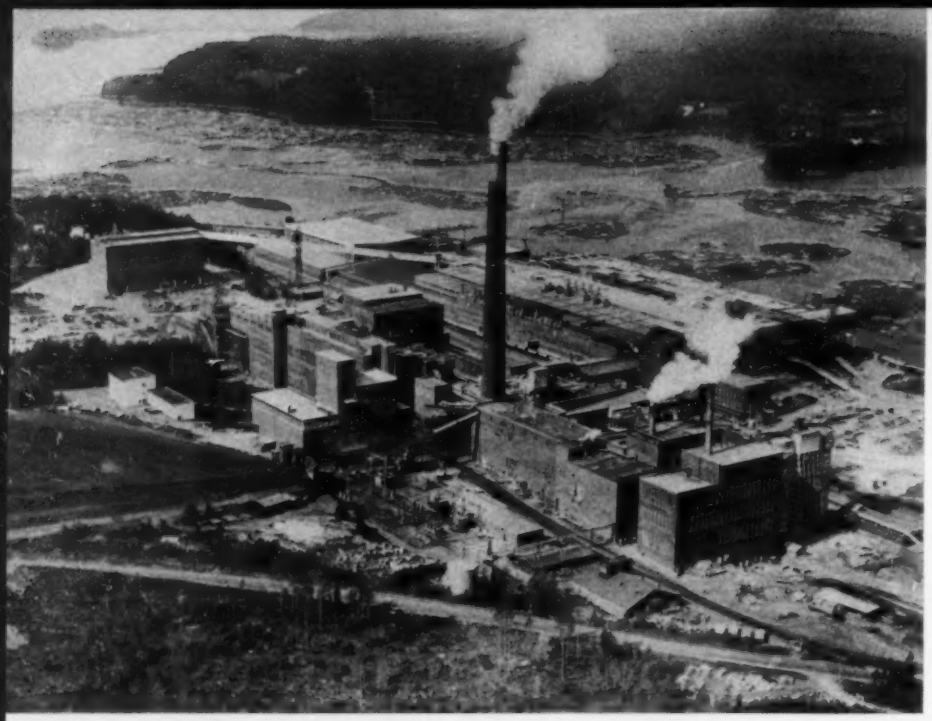
07200—Animal Husbandry Services

Ceylon: Progress report on "grow more food" campaign, 7pp, (DIB 68-01-067).

09—FISHERIES

09100—Fisheries, except fish hatcheries, farms & preserves

China (Taiwan): Fisheries & fishing, 1966, 19pp, (DIB 68-01-033); **Denmark:** Annual Report—Fisheries, 2pp, (DIB 68-01-087); **Sweden:** Fishing industry, 1966, 13pp, (DIB 68-01-088).



09120—Finfish

Iceland: 1967 Fish catch status, 2pp, (DIB 68-01-177); **Senegal:** Tuna fishing season, 1967-68, 2pp, (DIB 68-01-277).

09130—Shellfish

Senegal: Shrimp industry, 5pp, (DIB 68-01-089).

10—METAL MINING

10000—Metal Mining

Canada: Union Miniere sets up subsidiary in Canada, 2pp, (DIB 68-01-229); **India:** Minerals and Petroleum status report, third quarter 1967, 13pp, (DIB 68-01-223): **Japan:** Minerals report (nonferrous metals & mill products, metallic & nonmetallic minerals) 19pp, (DIB 68-01-197); **Republic of Korea:** 1967 minerals exports to exceed government target, 2pp, (DIB 68-01-244); **Peru:** Article 56 of Mining Code—Passage of Noriega bill in senate, 11pp, (DIB 68-01-045); **Portugal:** Overseas mining development fund established, 2pp, (DIB 68-01-246); **Zambia:** Mineral production, 5pp, (DIB 68-01-245).

10110—Iron Ores

Sweden: Annual minerals report, 11pp, (DIB 68-01-071).

10210—Copper Ores

Sweden: Annual minerals report, 11pp, (DIB 68-01-071); **Turkey:** Outlook for copper industry including possibilities for discovery of porphyry copper deposits, 15pp, (DIB 68-01-035).

10211—Crude Copper Bearing Ores

Malaysia: Mining copper in Sabah, 2pp, (DIB 68-01-127).

10320—Lead Ores

Sweden: Annual minerals report, 11pp, (DIB 68-01-071).

10400—Gold and Silver Ores

Japan: Gold production and consumption, 2pp, (DIB 68-01-302).

10420—Lode Gold

Indonesia: Bauxite, nickel, silver, & gold production, 2pp, (DIB 68-01-249).

10510—Bauxite & Other Aluminum Ores

Indonesia: Bauxite, nickel, silver, & gold production, 2pp, (DIB 68-01-249); **Pakistan:** RCD aluminum project, 1p, (DIB 68-01-247); **Sweden:** Annual minerals report, 11pp, (DIB 68-01-071).

10670—Chromium Ores

Philippines: Mining—chromite production & exports 3rd quarter 1967, 1p, (DIB 68-01-040).

10690—Ferroalloy Ores, except vanadium, not elsewhere classified

Indonesia: Bauxite, nickel, silver, & gold production, 2pp, (DIB 68-01-249).

10810—Metal Mining Services

Portugal: Overseas mining development fund established, 2pp, (DIB 68-01-246).

10940—Uranium—Vanadium Ores

Sweden: Annual minerals report, 11pp, (DIB 68-01-071).

10990—Metallic Minerals (Ores), not elsewhere classified

Indonesia: Tin production, 2pp, (DIB 68-01-250).

11—ANTHRACITE MINING

11000—Anthracite Mining

India: Minerals & petroleum status report, third quarter 1967, 13pp, (DIB 68-01-223); **Japan:** Minerals report (nonferrous metals & mill products, metallic & nonmetallic minerals), 19pp, (DIB 68-01-197).

11100—Anthracite Mining

Belgium-Luxembourg: Iron & steel report, 1966, 11pp, (DIB 68-01-124); **West Germany:** Coal & coke production by type—also labor force & absenteeism statistics, 2pp, (DIB 68-01-196).

12—BITUMINOUS COAL & LIGNITE MINING

12000—Bituminous Coal & Lignite Mining

India: Minerals & petroleum status report, third quarter 1967, 13pp, (DIB 68-01-223); **Indonesia:** Coal, coke & gas production, 4pp, (DIB 68-01-248).

12100—Bituminuous Coal & Lignite Mining

Belgium-Luxembourg: Iron & steel report, 1966, 11pp, (DIB 68-01-124); **West Germany:** Coal & coke production by type—also labor force & absenteeism statistics, 2pp, (DIB 68-01-196).

13—CRUDE PETROLEUM & NATURAL GAS

13000—Crude Petroleum & Natural Gas

India: Minerals & petroleum status report, third quarter 1967, 13pp, DIB 68-01-223); **Indonesia:** Coal, coke & gas production, 4pp, (DIB 68-01-248).

13110—Crude Petroleum & Natural Gas

United Kingdom: Gas Council's publications on natural gas from the North Sea, 41pp, (DIB 68-01-182).

13120—Crude Petroleum, Field Condensate & Drips

Hungary: Promotion of petroleum trade between Austria & Hungary, 2pp, (DIB 68-01-150).

13130—Natural Gas

Australia: Natural gas discovery, 11pp, (DIB 68-01-074); **Hungary:** Promotion of petroleum trade between Austria & Hungary, 2pp, (DIB 68-01-150).

13828—Oil & Gas Field Exploration Services

Australia: Two new off-shore oil search operations in Brisbane Consular District, 2pp, (DIB 68-01-122); **West Africa:** Union Oil Co. commences test drilling, 1p, (DIB 68-01-046).

13848—Oil & Gas Field Services, not elsewhere classified

Australia: Natural gas discovery, 11pp, (DIB 68-01-074).

14—MINING & QUARRYING OF NONMETALLIC MINERALS EXCEPT FUELS

14000—Mining & Quarrying of Nonmetallic Minerals except fuels

Japan: Minerals report (nonferrous metals & mill products, metallic & nonmetallic minerals), 19pp, (DIB 68-01-197); **Republic of Korea:** 1967 minerals exports to exceed government target, 2pp, (DIB 68-01-244); **Zambia:** Mineral production, 5pp, (DIB 68-01-245).

14790—Chemical & Fertilizer Mineral Mining, not elsewhere classified

Turkey: Outlook for copper industry including possibilities for discovery of porphyry copper deposits, 15pp, (DIB 68-01-035).

15—BUILDING CONSTRUCTION—GENERAL CONTRACTORS

15110—General Building Contractors

Philippines: Status of housing & urban development program, 10pp, (DIB 68-01-034).

20—FOOD & KINDRED PROUCTS

20110—Meat Packing Plants

Denmark: Close cooperation between cooperative poultry slaughter houses, 2pp, (DIB 68-01-105).

20310—Canned & Cured Fish & Sea Foods

China (Taiwan): Fisheries & fishing, 1966, 19pp, (DIB 68-01-033).

20330—Canned Fruits, Vegetables, Preserves, Jams & Jellies

France: Canned tomato products, 7pp, (DIB 68-01-148); **Portugal:** Canned tomatoes, 4pp, (DIB 68-01-147).

20340—Dried & Dehydrated Fruits & Vegetables

Greece: Dried currants, raisins, figs, 13pp, (DIB 68-01-299); **Iran:** Dried raisins, apricots, dates, 7pp, (DIB 68-01-300); **Morocco:** Dried dates, 1p, (DIB 68-01-304); **Turkey:** Dried fruits (raisins, figs, apricots), 9pp, (DIB 68-01-191).

20360—Fresh or Frozen Packaged Fish

China (Taiwan): Fisheries & fishing, 1966, 19pp, (DIB 68-01-033).

20510—Bread & Other Bakery Products except cookies & crackers

Iran: Seminar on wheat & bread, 3pp, (DIB 68-01-188).

20600—Sugar

France: Per capita sugar consumption, 1p, (DIB 68-01-285); **India:** Government announces new ex-factory prices for controlled sugar, 1p, (DIB 68-01-286); **Peru:** Report on field trip to sugarcane & livestock producing area in Northern Peru, 4pp, (DIB 68-01-312).

20630—Beet Sugar

Chile: 1966-67 Sugar Beet Crop, 1p, (DIB 68-01-284).

20830—Malt

Turkey: Hops, 2pp, (DIB 68-01-293).

20840—Wines, Brandy, & Brandy Spirits

Chile: Wine, 5pp, (DIB 68-01-110).

20940—Animal & Marine Fats & Oils

China (Taiwan): Fisheries & fishing, 1966, 19pp, (DIB 68-01-033); **United Kingdom:** Lard imports. Oct. 1967, 2pp, (DIB 68-01-104).

22—TEXTILE MILL PRODUCTS

22000—Textile Mill Products

France: Market share reports, 6pp, (DIB 68-01-006); **Japanese** textile exports—report of Oct. 1967, 1p, (DIB 68-01-309); **West Germany:** Textile industry—NRW-CDU Demands aid measures, 3pp, (DIB 68-01-121).

22520-22530-22540—Hose, except women's full & knee length, Knit Outerwear Mills, Knit Underwear Mills

Sweden: Commodity survey—children's & infants' ready-made clothing, 8pp, (DIB 68-01-114).

22610—Finishers of Broad Woven Fabrics of Cotton

Phillipines: Cotton textile finishing conference, 2pp, (DIB 68-01-120).

22990—Textile Goods, not elsewhere classified

Greece: Customs treatment of chemical fertilizers & pesticides, 3pp, (DIB 68-01-043).

23—APPAREL & RELATED PRODUCTS

23110—Men's & Boys' Suits & Coats

Norway: Export potential study—children's & infants' ready-made clothing, 6pp, (DIB 68-01-113).

Sweden: Commodity survey—children's & infants ready-made clothing, 8pp, (DIB 68-01-114).

23200—Men's & Boys' Furnishings

Norway: Export potential study—children's & infants' ready-made clothing, 6pp, (DIB 68-01-113).

23210—Men's Dress Shirts & Nightwear

Sweden: Commodity survey—children's & infants' ready-made clothing, 8pp, (DIB 68-01-114).

23600—Children's Outerwear

Belgium-Luxembourg: Export potential study—children's & infants' ready-made clothing, 2pp, (DIB 68-01-112); **Norway:** Export potential study—children's & infants' ready-made clothing, 6pp, (DIB 68-01-113); **Sweden:** Commodity survey—children's & infants ready-made clothing, 8pp, (DIB 68-01-114).

23610—Children's Dresses & Blouses

France: Export potential study—children's & infant's ready-made clothing, 5pp, (DIB 68-01-308); **Netherlands:** Export potential study—children's & infants' ready-made clothing, 4pp, (DIB 68-01-320); **United Kingdom:** Export potential study—children's & infants' ready-made clothing, 2pp, (DIB 68-01-318).

23850—Waterproof Outergarments

Norway: Export potential study—children's & infants' ready-made clothing, 6pp, (DIB 68-01-113).

24—LUMBER & WOOD PRODUCTS

24110-24210—Logging Camps & Contractors, Sawmills & Planing Mills

Japan: Logs & lumber position, 13pp, (DIB 68-01-037).

24320—Veneer & Plywood Plants

Italy: Plywood industry, 5pp, (DIB 68-01-183).

24330—Prefabricated Wood Products

France: Market share reports, 6pp, (DIB 68-01-006).

26—PAPER & ALLIED PRODUCTS

26000—Paper & Allied Products

Japan: Pulp & paper market, 9pp, (DIB 68-01-180).

26110—Pulp Mills

Sweden: Forest owners plan significant new additions, 3pp, (DIB 68-01-179).

26210-26310—Paper Mills, except building, Paperboard Mills

Venezuela: Development in paper industry during 1966-1967, 4pp, (DIB 68-01-036).

28—CHEMICALS & ALLIED PRODUCTS

28000—Chemicals & Allied Products

France: Market share reports, 6pp, (DIB 68-01-006); **France:** Impact of British & other devaluation on French chemical industry, 2pp, (DIB 68-01-307).

28100—Industrial Inorganic & Organic Chemicals

Japan: Atomic energy, 31pp, (DIB 68-01-032).

28190—Industrial Inorganic Chemicals, not elsewhere classified

Greece: Customs treatment of chemical fertilizers & pesticides, 3pp, (DIB 68-01-043).

28193-28199—Sulfuric Acid, Reagent High Purity Grades & Other Inorganic Chemicals, not elsewhere classified

Mexico: Sulphur—production & foreign trade 2nd & 3rd qtrs. 1967, 6pp, (DIB 68-01-111).

28230-28240—Cellulose Man-made Fibers, Synthetic Organic Fibers, except cellulosic

France: Man-made fibers, 3pp, (DIB 68-01-317).

28300—Drugs

Greece: Import procedures for drugs, pharmaceutical products, medicinal raw materials & medical samples, 7pp, (DIB 68-01-321).

28700—Agricultural Chemicals

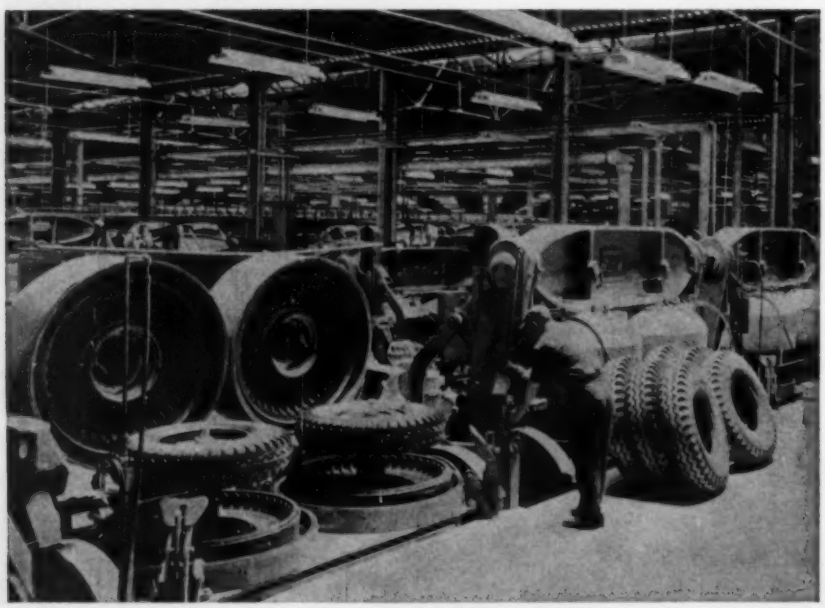
Greece: Customs treatment of chemical fertilizers & pesticides, 3pp, (DIB 68-01-043).

28710—Fertilizers

Ceylon: Progress report on "grow more food" campaign, 7pp, (DIB 68-01-067); **India:** Agricultural situation, 1967-68, 2pp, (DIB 68-01-256).

28790—Agricultural Pesticides & Other Agricultural Chemicals, not elsewhere classified

Mexico: Sulphur—production & foreign trade 2nd & 3rd qtrs. 1967, 6pp, (DIB 68-01-111).



29—PETROLEUM REFINING & RELATED INDUSTRIES

29110—Petroleum Refining

Hungary: Promotion of petroleum trade between Austria & Hungary, 2pp, (DIB 68-01-150); **Iceland:** Soviet petroleum deliveries, 1p, (DIB 68-01-314).

29990—Petroleum & Coal Products, not elsewhere classified

West Germany: Coal & coke—production by type—also labor force & absenteeism statistics, 2pp, (DIB 68-01-196).

32—STONE, CLAY, GLASS & CONCRETE PRODUCTS

32110—Flat Glass

Japan: The glass industry, 8pp, (DIB 68-01-211).

33—PRIMARY METAL INDUSTRIES

33000—Primary Metal Industries

Bolivia: Empresa Nacional de Fundiciones contracts its smelter to Comibol, 2pp, (DIB 68-01-251).

33100—Blast Furnaces, Steel Works, Rolling & Finishing Mills

Belgium-Luxembourg: Iron & steel report, 1966, 11pp, (DIB 68-01-124); **French** railways, 1968 investments, 3pp, (DIB 68-01-222); **Japan:** Steel exports decline 10% in Oct., 2pp, (DIB 68-01-044).

33120—Blast Furnaces, Steel Works, Rolling Mills

Canada: Interest in Quebec government steel project revived as Dosco faces difficulties, 2pp, (DIB 68-01-195); **Japan:** Minerals report (nonferrous metals & mill products, metallic & nonmetallic minerals), 19pp, (DIB 68-01-197); **Japan:** Steel exports up in Nov. 1967, 1p, (DIB 68-01-301); **West Germany:** Coal & coke—production by type—also labor force & absenteeism statistics, 2pp, (DIB 68-01-196).

33200—Iron & Steel Foundries

French railways, 1968 investments, 3pp, (DIB 68-01-222).

33310—Primary Smelting & Refining of Copper

Turkey: Outlook for copper industry including possibilities for discovery of porphyry copper deposits, 15pp, (DIB 68-01-035).

33500—Rolling, Drawing & Extruding of Nonferrous Metals

French railways, 1968 investments, 3pp, (DIB 68-01-222).

33900—Miscellaneous Primary Metal Products

Belgium-Luxembourg: Iron & steel report,

1966, 11pp, (DIB 68-01-124).

34—FABRICATED METAL PRODUCTS

34000—Fabricated Metal Products

France: Market share reports, 6pp, (DIB 68-01-006).

34430—Fabricated Plate Work (Boiler shops)

Japan: Atomic energy, 31pp (DIB 68-01-032).

35—MACHINERY, EXCEPT ELECTRICAL

35000—Machinery, except electrical

France: Market share reports, 6pp, (DIB 68-01-006); **French** industrial equipment & machine tool trade figures for first 9 months of 1967, 2pp, (DIB 68-01-255).

35370—Industrial Trucks, Tractors, Trailers & Stackers

Republic of S. Africa: Fork lift truck sales, 2pp, (DIB 68-01-305).

35540—Paper Industries Machinery

Japan: Pulp & paper market, 9pp, (DIB 68-01-180).

35700—Office, Computing & Accounting Machines

Sweden: Business machines current trends & outlook for 1968, 8pp, (DIB 68-01-039).

35730—Electronic Computing Equipment

Western Europe: Philips' computers for European market, 2pp, (DIB 68-01-210).

36—ELECTRICAL MACHINERY, EQUIPMENT & SUPPLIES

36000—Electrical Machinery, Equipment & Supplies

Brazil: Power equipment annual report, 13pp, (DIB 68-01-310); **France:** Market share reports, 6pp, (DIB 68-01-006); **West Germany:** Annual industry outlook report—West German electrical machinery & equipment, 11pp, (DIB 68-01-306).

36120—Power, Distribution & Specialty Transformers

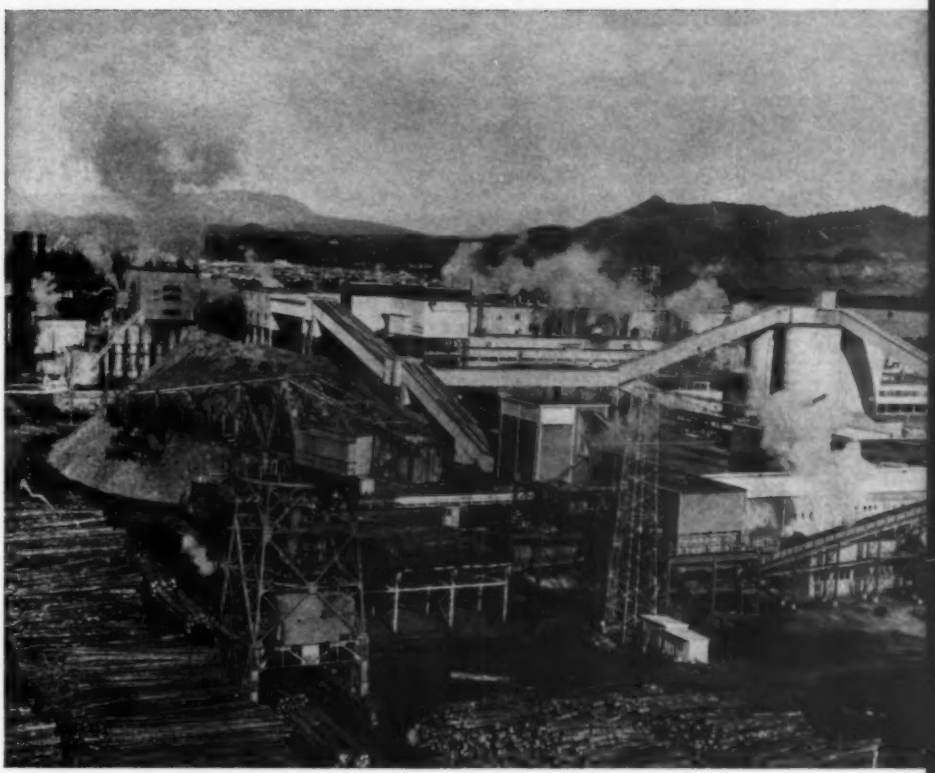
Japan: Atomic energy, 31pp, (DIB 68-01-032).

36200—Electric Industrial Apparatus

French railways 1968 investments, 3pp, (DIB 68-01-222).

36400-36600—Electric Lighting & Wiring Equipment, Communication Equipment

French railways, 1968 investments, 3pp, (DIB 68-01-222).



36620—Radio & TV Transmitting, Signaling & Detection Equipment

Japan: Atomic energy, 31pp, (DIB 68-01-032).

36700—Electronic Components & Accessories

Japan: Quarterly statistical report on production of electronic products, Jan.-Sept. 13, 1967, 7pp, (DIB 68-01-311).

36740-36930—Semiconductors & Related Devices, X-ray Apparatus & Tubes

Japan: Atomic energy, 31pp, (DIB 68-01-032).

37—TRANSPORTATION EQUIPMENT

37100—Motor Vehicles & Motor Vehicle Equipment

Canadian automotive import and export figures, 1966, 3 pp, (DIB 68-01-232); **Finland:** Automobile tax legislation, 4pp, (DIB 68-01-243).

37110—Motor Vehicles

Canada: Datsun-Nissan plan Halifax distribution center, 1p (DIB 68-01-038); **Canada:** Revised key statistics on automotive industry, 7pp, (DIB 68-01-172); **Chile:** Automotive industry developments, 1966-67, 18pp, (DIB 68-01-171); **French** automotive industry, 1966-67, 25pp, (DIB 68-01-170); **France:** Motor vehicles & turnover tax reform, 2pp, (DIB 68-01-221); **Thailand:** Motor vehicle registration data, 3pp, (DIB 68-01-233); **United Kingdom:** Motor holdings engineers to visit Moscow for talks, 2pp, (DIB 68-01-068).

37140—Motor Vehicle Parts & Accessories

West Germany: Auto safety, noise & exhaust emission controls, 6pp, (DIB 68-01-217).

38—SCIENTIFIC INSTRUMENTS, PHOTO & OPTICAL GOODS, CLOCKS

38000—Scientific Instruments, Photo & Optical Goods, Clocks

Venezuela: Foreign trade in scientific, industrial and technical instruments and equipment, 1966, 8pp, (DIB 68-01-254.

38210—Mechanical Measuring Devices

France: Market share reports, 6pp, (DIB 68-01-006); **Japan:** Atomic energy, 31pp, (DIB 68-01-032).

38310—Optical Instruments & Lenses

Japan: Atomic energy, 31pp, (DIB 68-01-032).

39—MISCELLANEOUS MANUFACTURING INDUSTRIES

39410—Games & Toys except dolls & children's vehicles

France: Market share reports, 6pp, (DIB 68-01-006); **French** turnover tax system probable impact—British devaluation affect on toy trade unlikely, 3pp, (DIB 68-01-236).

45—AIR TRANSPORTATION

45000—Air Transportation

Western Europe: Civair—study by Eurocontrol of air traffic control problems related to supersonic traffic, 3pp, (DIB 68-01-216); **West Germany:** Article on Berlin airport planning by Hans von Przychowski, 6pp, (DIB 68-01-220).

49—ELECTRIC, GAS & SANITARY SERVICES

49110—Electric Companies & Systems

Brazil: Power equipment annual report, 13pp, (DIB 68-01-310); **Greece:** Swiss-Greek cooperation, 1p, (DIB 68-01-237).

49710—Irrigation System Operation

Rhodesia: Agricultural policy—peanuts could be worth millions Rudland tells farmers, 1p, (DIB 68-01-126).

50—WHOLESALE TRADE

50330—Piece Goods (Woven Fabrics)

West Germany: Textile industry management & trade unite to demand government action improve competitive position, 5pp, (DIB 68-01-176).

70—HOTELS, ROOMING HOUSES, CAMPS, & OTHER LODGING PLACES

70110—Hotels, Tourist Courts & Motels

Denmark: New hotel planned in Copenhagen area, 1p, (DIB 68-01-199).

78—MOTION PICTURES

78000—Motion Pictures

Australia: Motion picture production & foreign trade July 1, 1964-June 30, 1967, 6pp, (DIB 68-01-073); **West Germany:** Entertainment motion pictures 35mm, 10pp, (DIB 68-01-200).

80—MEDICAL & OTHER HEALTH SERVICES

80000—Medical & Other Health Services

Belgium-Luxembourg: Belgian drug programs, 6pp, (DIB 68-01-230); **Denmark:** National drug program, 6pp, (DIB 68-01-226).

82—EDUCATIONAL SERVICES

82000—Educational Services

USSR: Kola Branch—USSR academy of sciences, 4pp, (DIB 68-01-201).

94—U.S. TRADE PROMOTION

94424—Western Hemisphere Trading Corporations

Italy: Current issues of monetary, fiscal and banking policy, 17pp, (DIB 68-01-212).

97—WORLD TRADE

97701—Economic Developments, Trends & Outlooks

Australia: Wool income down, 1p, (DIB 68-01-282); **Belgium-Luxembourg:** Belgian drug programs, 6pp, (DIB 68-01-230); **Brazil:** Power equipment annual report, 13pp, (DIB 68-01-310); **Denmark:** Official economic survey, 2pp, (DIB 68-01-315); **Denmark:** National drug program, 6pp, (DIB 68-01-226); **French** railways, 1968 investments, 3pp, (DIB 68-01-222); Crop prospects in South India, 3pp, (DIB 68-01-316); **India:** Agricultural situation, 1967-68, 2pp, (DIB 68-01-256).

Italy: Economic trends quarterly, 13pp, (DIB 68-01-004); **Jordan:** Economic trends annual, 8pp, (DIB 68-01-003); **Mexico:** Economic trends quarterly, 11pp, (DIB 68-01-181); **Netherlands:** Economic trends quarterly, 7pp, (DIB 68-01-002); **Norway:** Economic trends semiannual, 11pp, (DIB 68-01-001); **Phillipines:** Status of housing & urban development program, 10pp, (DIB 68-01-034); **Philippines:** Background statement on sugar industry, 5pp, (DIB 68-01-283); **Rhodesia:** Latest statistics show upward trend in economy, 2pp, (DIB 68-01-042); **Saudi Arabia:** Economic trends (Jan.-Oct. 1967), 9pp, (DIB 68-01-149); **Spain:** Economic trends quarterly, 14pp, (DIB 68-01-005).

97702—Foreign Trade Regulations

Congo: Credit facilities for commercial exports to Congo, 4pp, (DIB 68-01-227); **French** turnover tax system probable impact—British devaluation affect on toy trade unlikely, 3pp, (DIB 68-01-236); **Greece:** Import procedures for drugs, pharmaceutical products, medicinal raw materials & medical samples, 7pp, (DIB 68-01-321); **Spain:** Devaluation follow-up, 3pp, (DIB 68-01-252); **Uruguay:** Government decree to alleviate feed, forage and food shortages, 22pp, (DIB 68-01-253).

97703—Investment Laws, Incentives & Guarantees

France: Possible discrimination against U.S. business interests, 3pp, (DIB 68-01-238); **Portugal:** Overseas mining development fund established, 2pp, (DIB 68-01-246).

97704—Market Surveys, Reports & Profiles

Australia: Motion picture production & foreign trade, July 1, 1964-June 30, 1967, 6pp, (DIB 68-01-073); **Austria:** Breadgrain & coarse grain stocks, 2pp, (DIB 68-01-190); **French** railways, 1968 investment, 3pp, (DIB 68-01-222); **Greece:** Dried currants, raisins, figs, 13pp, (DIB 68-01-299); **Iceland:** 1967 fish catch status, 2pp, (DIB 68-01-177); Crop prospects in South **India,** 3pp, (DIB 68-01-316); **Iran:** Dried raisins, apricots, dates, 7pp, (DIB 68-01-300); **Israel:** West bank—citrus, 2pp, (DIB 68-01-143).

Japan: Minerals report (nonferrous metals & mill products, metallic & nonmetallic minerals), 19pp, (DIB 68-01-197); **Republic of Korea:** 1967 minerals exports to exceed government target, 2pp, (DIB 68-01-244); **Morocco:** Dried dates, 1p, (DIB 68-01-304); **Nigeria:** Grading system for peanut crop &

other moves by marketing board at opening 1967-68 buying season, 2pp, (DIB 68-01-041); **Phillipines:** Background statement on sugar industry, 5pp, (DIB 68-01-283); **Turkey:** Dried fruits (raisins, figs, apricots), 9pp, (DIB 68-01-191); **Turkey:** Hops, 2pp, (DIB 68-01-293).

97705—Currencies, Reserves & Balances

Denmark: Impact of devaluation—speech by chairman, Federation of Danish Banks, 7pp, (DIB 68-01-224).

97707—Investment, Licensing & Joint Venture Opportunities

Canada: Union Miniere sets up subsidiary in Canada, 2pp, (DIB 68-01-229); **French** railways, 1968 investments, 3pp, (DIB 68-01-222).

97709—Business Laws & Practices

Finland: Automobile tax legislation, 4pp, (DIB 68-01-243); **French** turnover tax system probable impact—British devaluation affect on toy trade unlikely, 3pp, (DIB 68-01-236); **France:** Possible discrimination against U.S. business interests, 3pp,, (DIB 68-01-238); **France:** New medium-term Euro-dollar credit institutions, 3pp, (DIB 68-01-239); **France:** Motor vehicles & turnover tax reform, 2pp, (DIB 68-01-221); **Italy:** ISCO survey of business attitudes—Sept. 1967, 4pp, (DIB 68-01-215); **Italy:** ISCO review of economic developments, 7pp, (DIB 68-01-213); **Mexico:** Official seal of guarantee, 12pp, (DIB 68-01-258); **Pakistan:** Industrial policy—consolidation vs. expansion, 4pp, (DIB 68-01-208); **West Germany:** West Berlin's economy in the third quarter of 1967, 4pp, (DIB 68-01-219).

97713—Bilateral Trade

Canada: Wheat sale to Communist China will cost government subsidy, 2pp, (DIB 68-01-290); **Iceland:** Soviet petroleum deliveries, 1p, (DIB 68-01-314); **West Germany:** Trade with communist countries at record high Jan.-Sept. 1967, 3pp, (DIB 68-01-218); **Yugoslavia** faces barriers to agricultural trade with Western European countries, 3pp, (DIB 68-01-184).

97723—Financial Developments

Danish devaluation & American firms in Denmark, 3 pp, (DIB 68-01-225); **Denmark:** Impact of devaluation—speech by chairman, Federation of Danish Banks, 7 pp, (DIB 68-01-224). **France:** New medium-term Euro-dollar credit institutions, 3 pp, (DIB 68-01-239); **France:** Impact of British & other devaluation on French chemical industry, 2 pp, (DIB 68-01-307); **French** capital market—reforms of French stock exchanges, 4 pp, (DIB 68-01-231). **United Kingdom:** Minister of Agriculture confers with British food trade on impact of devaluation upon food prices, 3 pp, (DIB 68-01-192).

97725—Economic Planning

Brazil: Power equipment annual report, 13 pp, (DIB 68-01-310); **Romania** Gross national product, 3 pp, (DIB 68-01-202); **Senegal:** Tuna fishing season, 1967-68, 2 pp, (DIB 68-01-277).

97727—Agricultural Policy

Austria: Austro-Czechoslovakian trade agreement—1968 agricultural commodity lists, 1 p, (DIB 68-01-303); **Common Market:** Premiums, discounts & minimum conditions for grain intervention, 12pp, (DIB 68-01-228); Crop prospects in South **India,** 3pp, (DIB 68-01-316); **Indian** food aid, 1p, (DIB 68-01-209); **India:** Agricultural situation, 1967-68, 2pp, (DIB 68-01-256); **Iran:** Seminar on wheat & bread, 3pp, (DIB 68-01-188); **Iran:** Agricultural policy, 1p, (DIB 68-01-260); **Israel:** West Bank—citrus, 2pp, (DIB 68-01-143).

Mozambique: Agricultural policy—3rd six-year plan, 2pp, (DIB 68-01-016); **Rhodesia:** Agricultural policy—irrigation loans, 2pp, (DIB 68-01-012); **Sierra Leone:** Government announces price increases to farmers for palm kernels & cocoa, 2pp, (DIB 68-01-263); **Spain** acts to restrict vineyard plantings, 1p, (DIB 68-01-070); **Spain:** Devaluation follow-up, 3pp, (DIB 6801-252); **Switzerland:** ECE—working party on the standardization of perishable foodstuffs, 13pp, (DIB 68-01-205); **Turkish** participation in International Cotton Institute, 5pp, (DIB 68-01-270); **Uruguay:** Government decree to alleviate feed, forage and food shortages, 22pp, (DIB 68-01-253); **Yugoslavia** faces barriers to agricultural trade with Western European countries, 3pp, (DIB 68-01-184).

97731—Pricing

Sierra Leone: Government announces price increases to farmers for palm kernels & cocoa, 2 pp, (DIB 68-01-263).

97743—Transportation & Insurance

Common Market: European Conference of Ministers of Transport introduces documents on problems relating to technical safety requirements for road vehicles, 3pp, (DIB 68-01 242); **Common Market:** European Conference of Ministers of Transport summary report, 4pp, (DIB 68-01-241); **France:** Motor vehicles & turnover tax reform, 2 pp, (DIB 68-01-221); **French** railways, 1968 investments, 3pp, (DIB 68-01-222); **United Kingdom:** Transport of freight, 5pp, (DIB 68 01-204); **Western Europe:** Civair—study by Eurocontrol of air traffic control problems related to supersonic traffic, 6pp, (DIB 68-01-216); **West Germany:** Auto safety, noise & exhaust emission controls, 6pp, (DIB 68-01-217); **West Germany:** Article on Berlin airport planning by Hans von Przychowski, 6pp, (DIB 68-01-220).

98—U.S. TRADE

98803—U.S. Exports & Imports

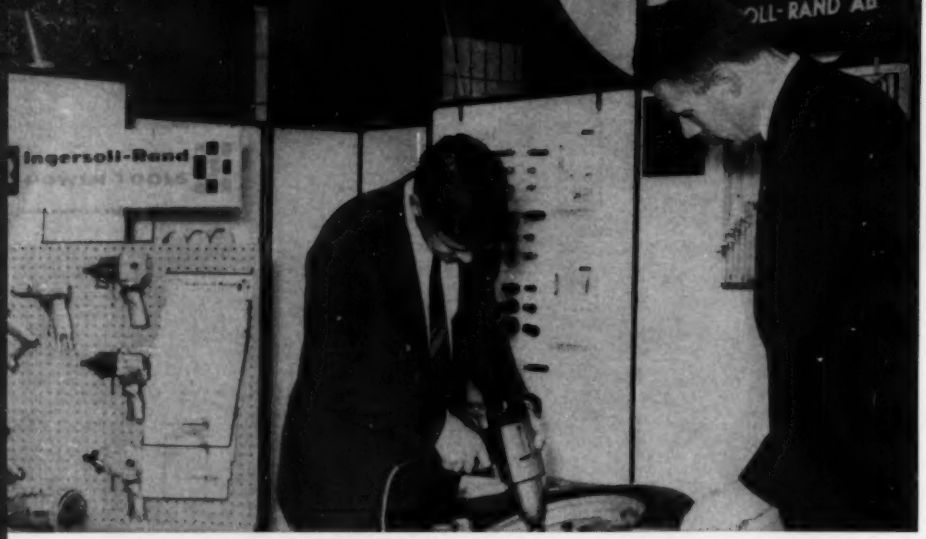
Austria: U.S.—Austrian trade, 4pp, (DIB 68-01-198).

98805—U.S. Investment Abroad

Sweden: Marked expansion of foreign company activity recently noted, 5pp, (DIB 68-01-206); **Switzerland:** American investments, 8pp, (DIB 68-01-072).

97735—Trade Negotiations, Treaties & Agreements

Hong Kong: West Germany—Hong Kong self-restraint agreement on woolen garments, 1p, (DIB 68-01-234); **Malta:** U.S.—Malta cotton textile agreement, 3pp, (DIB 68-01-235); **Austria:** New 5-yr. trade agreement with Hungary, 2pp, (DIB 68-01-008); **Austria:** New long-term Austro-Polish trade agreement, 3pp, (DIB 68 01-009); **Austria:** Austro-Czechoslovakian trade agreement—1968 agricultural commodity lists, 1p, (DIB 68-01-303); **France:** New liberalization of Franco-Japanese trade, 3pp, (DIB 68-01-240); **Greece:** Swiss-Greek cooperation, 1p, (DIB 68-01-237); **Portugal:** Legislation enacted authorizing Minister of Overseas Provinces to sign concession agreements with several companies, 1p, (DIB 68-01-207); **Turkish** participation in International Cotton Institute, 5pp, (DIB 68-01-270); **United Kingdom:** Financial Times supplement on Europe, 8pp, (DIB 68-01-203).



AIR POWER TOOLS and compressors to run them were shown by Ingersoll Rand (above). The Swedish subsidiary of 3M Company expects sales of $20,000 following its display of adhesives and sealants.

THREE NEW DISTRIBUTORS were secured by Julius Jockton (below right) representing K-D Manufacturing Co. in the show. Jockton looks for $15,000 in sales as a direct result of the Trade Center exhibition.

Auto equipment show nets distributors for Swedish agents

Over 1000 Scandinavian executives visit locally-mounted exhibition

Five new sub-distributorships and negotiations for another seven resulted from a locally-mounted exhibition of automobile maintenance and repair equipment at the U.S. Trade Center in Stockholm, held Jan. 11-17.

The special promotion was held by ten Swedish agents and subsidiaries of U.S. companies, all of whom indicated that they had achieved fully their primary objective in participating in the show—to make new contacts in the business community, which could be followed up later.

The exhibitors at the Trade Center were vocal in their praise of the quality of the more than 1,000 visitors attending the exhibit.

Sales projections for the year following the show showed that the agents expect to sell $230,00 in U.S. products as a direct result of joining in the promotion at the Trade Center.

The Scandinavian agent for Grayson Chemical Corp. entered the Swedish market with his display at the Stockholm show, appointed a distributor, and predicted sales of $100,00 in the first year.

STOCKHOLM DISTRIBUTOR for American Motors Corp. exhibited 1968 Javelin models, expects to sell from 12 to 15 as a result of his participation.

Steady Turk growth seen

U.S.'s 20-year role as leading import supplier is being challenged by West Germany

By NORMAN W. GETSINGER
Commercial Attache, U.S. Embassy, Ankara

Turkey is expected to continue the pattern of steady growth established in the first five year development plan ended last year.

This is the first year of the second five year phase in the fifteen year planning cycle that is designed to launch Turkey on self-sustained economic growth. The first (1963-67) plan period helped to establish adequate systems of power, transportation, and irrigation facilities while the economy grew at an annual average of 6.7%.

Last year the gross national product reached a total of $10.5 billion, a new high, but the per capita gross national product (GNP) of $318 for Turkey's 32 million of people, is an indication of how far the development process has yet to go.

The 1968 import target of $835 million is taken from the development plan. Last year foreign exchange shortages forced the import level down about $100 million below the projected $800 million. A similar shortfall may well occur this year, but potential suppliers can study the program for evidence of Turkey's import requirements and how it proposes to satisfy them.

The 1968 Import Program faithfully reflects the Five Year Plan's emphasis on industrialization as the key to development. Total imports are divided between investment ($332 million), raw materials ($418 million), and consumption goods ($85 million). Basic requirements for industrial and mining machinery, chemicals, fertilizer, iron, steel, electrical and electronic equipment, metal products, raw rubber and petroleum, highway vehicles, earth moving equipment, and miscellaneous repair and maintenance equipment and parts.

U.S. losing ground

For almost 20 years the United States has been Turkey's principal trading partner, but recently the preferred position of the United States in the Turkish market has come under challenge. In 1966, when Turkey's total imports jumped from $571 million to $718 million, imports from the United States rose only from $161 million to $173 million, while those from the Common Market climbed steeply from $163 million to $236 million.

Incomplete trade figures for 1967 show that the United States is continuing to lose ground both in absolute terms and on a percentage basis. Well outpaced by the Common Market as a whole, the United States is being pressed closely by West Germany for the position as the leading supplier of products to Turkey. The decline in the United States market share can be only partially explained by a reduction in the U.S. aid program.

Now, while there is still time, would be a good time for U.S. firms to consider how they are to retain their position or to occupy new ground in the Turkish market. Although it will not be easy, it is far easier to work from the good market position which still exists in Turkey than to work back into the market once it is lost.

Selling to Turkey not easy

The import system effectively allocates limited foreign exchange to meet the many import requirements of the developing economy, but it suffers from all the inefficiencies of a determination of imports by administrative fiat rather than the self-regulating influence of market forces.

Despite the admitted difficulties of marketing in Turkey, the United States exporter still has a lot going for him. Since 1949 a $2½ billion aid program has provided strong support for the United States market position. Retrenchment in U.S. aid programs as a result of a reduction in appropriations is inevitable, but U.S. suppliers can continue to count on substantial AID support for exports to Turkey, at least in 1968.

The thirteen AID project loans listed below involve in excess of $125 million which will be expended over the next several years. The loans, all of them to Turkish Government agencies, are of fairly recent date and very few disbursements have been made.

Loan recipients with the loan amount in millions of dollars in parentheses are: the Ministry of Health (3.6) 1400 jeeps and medical equipment for family planning; ETIBANK (12.3) electrical equipment for the Anbarli Power Plant third unit and (30.5) mining equipment and smelter for Black Sea Copper Project; Turkish Coal Enterprise (28.1) mining equipment for coal mine expansion; General Directorate of Highways (15) equipment for Turkish highway system expansion; Ataturk University, and Middle East Technical University (10) medical equipment, movie projectors, books, and other educational equipment; Eregli Iron and Steel Mill (22.35) equipment for mill expansion; Mineral Research Exploration Institute (2.6) drilling equipment and electronic gear for geological survey; Industrial Development Bank (7.5) long term loans for a variety of U.S. equipment.

Turkey's imports from the United States, outside of AID, are a true test of the demand for U.S. products. Licenses for imports from the United States with free dollars were $18.3 million in 1965

U.S. SUPPLIERS WILL BENEFIT from a $22.35 million AID loan for goods and services needed in the planned expansion of the Eregli Steel Mill, Below, sheet steel at the present Eregli plant.

and $35.9 million in 1966. In 1967, such imports were close to $30 million.

Certain Turkish Government agencies are consistent purchasers of U.S. equipment, even when AID funds are not available. Included are the General Directorate of Highways, State Hydraulic Works, State Railways, Turkish Petroleum Corporation (Petroleum Office), Turkish Coal Industries, Ministry of Defense, Land and Water Administration, Ministry of Village Affairs, and ETIBANK (state mining and energy projects). Continual attention by agents should make it possible to expand this significant U.S. beachhead in public sector procurement.

U.S. goods compete

Consistently competitive U.S. products include machine tools, construction and earth moving equipment, testing and quality control equipment, automotive service equipment, business machines, and heavy electrical equipment.

Three product areas—agriculture and food processing, mining, and tourism—are worthy of particular attention by American suppliers because they are key areas for development of unexploited Turkish resources.

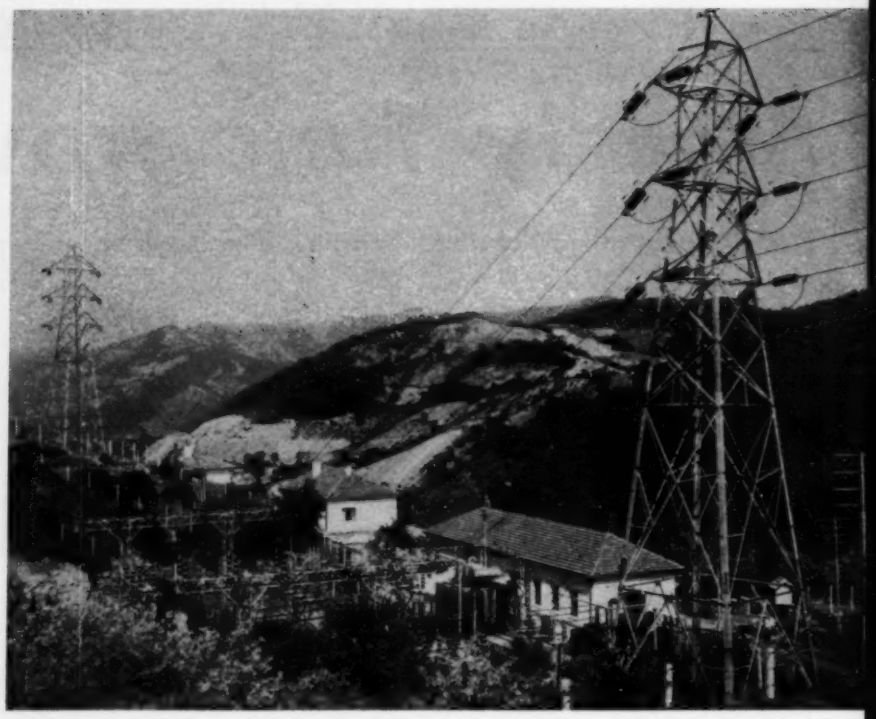
Agricultural development requirements will provide many U.S. import opportunities. Materials for manufacture of pesticides and herbicides have large quotas. Disinfectants and insecticides are included for the first time on the "liberalized" list under AID funds and are theoretically free imports. State agencies will issue large tenders for pumps in 1968, but foreign suppliers may soon set up manufacturing operations and block off a portion of this big import market.

Regulations have effectively limited new seed varieties to those developed by the Turkish Department of Agriculture's experiment stations. The success of AID's large scale wheat program based on an imported Mexican seed may change traditional attitudes, and U.S. seed suppliers would do well to watch the Turkish market closely in 1968.

Milking, butter making, cheese making equipment, fruit presses, strainers, feed and fodder preparation equipment, and poultry incubators over 1200-egg capacity are on the "liberalized" list.

Dollar figures on trade opportunities listed below are taken from the 20th Import Program covering Jan.-June 1968. They are, therefore, half-year quotas.

A quota of $750,000 is for import (under AID) of tractors under 25 hp. and over 80 hp. Medium-powered tractors are assembled with materials in an AID quota of $4¼ million (1967-$3½ million).



U.S. ELECTRICAL EQUIPMENT valued at $12.3 million will help supply the third unit at the Anbarli Power Plant, as Turkey's power network strives to keep pace with the nation's industrial development.

The quota for harvesting and threshing machinery under AID has been reduced from $2 million to $1.5 million, while free exchange import of materials for their manufacture remains at $420,000. Motorpowered agricultural pulverizer manufacturing materials have a quota of $200,000 in free foreign exchange.

The quota for mechanical sprayers and dusters is $100,000 and for sprayer aircraft, $250,000. A general quota of $600,000 for agricultural sector emergency requirements was used extensively last year by representatives of U.S. farm machinery manufacturers. All these quotas will presumably be doubled for the full twelve months of 1968.

Markets also exist for seed selectors, seed drills, combine drills, and dry plowing and furrow seeding equipment.

During the 1968-72 period, plans call for 23 alfalfa drying plants, 12 milk processing plants ($15.5 million), 7 feed processing plants ($11 million), and 9 slaughtering plants ($27.5 million). Processing of forest products would involve plants for wood products ($50 million), paper processing ($200 million), and plastics ($25 million). The import possibilities are obvious.

Citrus grading is still done largely by hand and the necessity to expand export sales provides import opportunities for suppliers of grading machinery. Opportunities exist also in canning, bottling, juice concentration, and packaging equipment. A new half-year quota of $1.5 million has been established for import of refrigerated trucks and trailers.

Opportunities in minerals

Turkey is generally conceded to be rich in minerals, and current interest could substantially increase the mining industry's 1.5% contribution to GNP. U.S. mining equipment, including oil drilling and production equipment, is usually competitive. There are special quotas for global procurement under free foreign exchange for the urgent requirements of mining and power development in the public sector ($2 million), and for private sector mining development ($250,000).

In addition, the Turkish Petroleum Administration, which spent $1 million in free foreign exchange for U.S. drills, bits, and oil production equipment in 1967, is expected to be in the market for more of this equipment in 1968, as will ETIBANK.

With a Mediterranean climate, low prices, and a panorama of major archeological sites, Turkey has a negative tourism balance. Yet the import quota for the tourism industry is only $200,000 for the first six months of 1968.

The success of last fall's Department of Commerce TOUREX tourism exhibit in nearby Yugoslavia demonstrated that U.S. producers of products for the tourist industry have what is needed and wanted to develop a tourist industry. It appears just a matter of time until Turkey will be in the market for American tourism products.

For example, Turkey needs upwards of 2000 air conditioners. Room air conditioners are not manufactured locally. The Ministry of Tourism has encouraged their installation to insure the maintenance of adequate tourist standards, and has even offered to help finance them. Yet it will require some U.S. air conditioner salesmanship to develop the market.

The "infant industry" protectionist argument will not create a barrier to tourism imports because local production standards for plumbing, hardware, kitchen equipment, laundry and dry cleaning equipment, and other needed items, simply do not meet tourism requirements.

Total U.S. investment (1961-66) of $105 million has been grouped mainly in mining, petroleum, vehicle assembly, pharmaceuticals, and tire manufacturing. These U.S. firms were able to establish their market position by moving into Turkey under the protection accorded to "infant" and import-substituting industry.

Import large amounts

They have continued to import large amounts of raw materials, semi-finished materials and parts, while remitting fully adequate profits.

The annual Izmir International Trade Fair, which will be held from Aug. 20 to Sept. 20 this year, is an excellent means for introducing products to the Turkish market. In 1967 an $845,000 allocation was granted for the importation of U.S. products in connection with the Fair. Participating firms estimated that the display would bring them $3 million worth of additional sales.

Agents for U.S. firms will be invited to submit allocation requests to the U.S. commercial officer in Istanbul this spring.

A new marketing approach, tried out successfully last year, involved taking a segment of the United States exhibition at Izmir and moving it to Ankara after the fair. U.S. business machines were selected because Turkish Government agencies in Ankara were a good potential market. The low-cost satellite exhibition was estimated by participants to be worth $750,000 in eventual sales. Similar satellite exhibits are in prospect as market development aids in 1968.

Growing Mexico seeks diversity in imports, exports

Nation reaffirms full confidence in U.S. dollar by selling gold

The Mexican economy continues to grow in real terms at about 7%, following 7.5% in 1966, according to a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Mexico City.

Monetary and fiscal tools have been used effectively to temper the rapid growth in demand for goods and services, thus, the wholesale price index was only 2.7% higher for the year ended October, compared to 4.4% for the year ended last March.

Sales of consumer goods, including automobiles, have continued strong, though relatively more sales are on credit. Construction and industrial production are moving ahead well.

Agriculture has been both hurt and helped by weather. Cotton exports dropped sharply after hurricane damage last year, but wheat and corn have benefited from more rain. Much larger grain exports will help balance lower returns from cotton, coffee and certain other items.

With exports down 3.5% through September, against a rise in imports of 10.8%, the trade deficit was larger than for the entire year 1966. This has given added impetus to the campaign to improve the efficiency of domestic production and expand exports of Mexican manufactures.

The short term may see a stronger growth in agricultural exports as crops benefit from moisture stored in reservoirs and in the ground.

The impact on the balance of payments of the wider trade gap should be largely offset by higher net earnings from tourism and border transactions and a continued strong flow of foreign investment. With its reserves at high levels, Mexico publicly emphasized, following the British devaluation, that it would continue to sell gold to all comers and had full confidence in the soundness of the U.S. dollar.

U.S. investors continue to find Mexico welcoming private foreign capital as a complement to its own resources for development. Policies regarding capital structure remain flexible, and the amount of new technology offered is often the more important ingredient.

Billion dollar market

U.S. exporters can build solidly on this billion dollar market in Mexico, although the percentage share of U.S. goods in Mexico's imports tends downward.

Mexico seeks to diversify markets for its exports and sources for its imports. Thus, U.S. suppliers face the need for a more aggressive sales effort. Trade opportunities are mainly in raw materials, machinery and equipment for the Mexican industrialization process, but increasing quantities of chemicals and sophisticated farm machinery are wanted for ever more important commercial agriculture.

Copies of the full report from which this summary was drawn will be available within three weeks from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Price: $1.50. Order DIB 68-03-006.

U.S. treaties listed

All treaty relationships of the United States, commercial and otherwise, are contained in the 1968 edition of the State Department publication *Treaties in Force*.

This latest collection shows the bilateral relations of the United States with 148 States or other entities and the multilateral rights and obligations of the contracting parties to more than 365 treaties and agreements on 77 subjects.

The 1968 edition includes some 300 new treaties and agreements, including the fisheries agreements with Japan, Mexico and the Union of Soviet Socialist Republics; the supplementary income tax conventions with Belgium and Canada; the income tax convention with Trinidad and Tobago; and the treaty of amity and economic relations with Togo.

Information on current treaty actions, supplementing the information contained in the 360-page book, is published weekly in the Department of State Bulletin.

Treaties in Force (Dept. of State Pub. 8355) is available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, for $1.50.

Belgium is looking up

Moderate GNP growth predicted despite internal stagnation, restrictive external actions

In this traditional season of economic assessment and predictions, Belgian experts are being particularly cautious in their economic prognostications, for reasons both external and internal to the Belgian economy, according to the latest Economic Trends Report submitted by the U.S. Embassy, Brussels.

On the external side, Belgium, which exports 40% of its GNP and 70% of its industrial production, is unable to quantify the trade effect of recent major developments in important markets: the U.K. devaluation and austerity program, the U.S. balance-of-payments program, and shifts in border taxation by Germany, France, and the Netherlands.

Internally, the economy is stagnating; aggregate demand and production are lagging, and the efforts of the Government to spur private investment by lowering the discount rate, easing regulation of capital markets, and providing investment incentives in depressed areas have not yet borne fruit.

The policy of a balanced budget removes the possibility of using deficit financing to foster growth. It is also possible that investment decisions are being deferred until Belgium switches to the tax-on-value-added system (no later than Jan. 1, 1970) under which investments will be tax exempt.

Belgian foreign trade reflected the economic slowdown, and by year-end, it was thought that Belgium would have a small surplus on merchandise account, due mostly to falling imports.

1967 in retrospect

Looking backward, year-end analysts consider that the Belgian economy has resisted fairly well in a situation of recession in some key Western European markets. They credit this resistance to the progressing stimulation of European economic integration, the flexibility of Belgian export pricing, and, to a degree, the anti-cyclical effects of Belgian expenditures on public works, mainly roads.

Belgian GNP in 1967, however, grew at a rate estimated at only a trifle over 2%, and since February 1967 the index of industrial production has been lower each month than for the corresponding month of 1966.

Belgium now sells to Common Market members almost two-thirds of its total exports, whereas the figure in 1958 (when Common Market established) was 45%. Although Belgian exports to Germany, its best customer, declined by 6.2% in the first 10 months of 1967, and the important Dutch market by 2.3%, Belgian sales to France rose by 13.1% and sales to Italy grew by 27.7%.

These shifts were largely offsetting, since total sales to Common Market members rose by 1.8% during the period. Belgian dependence on Common Market deliveries would of course have been damaging had depressed conditions pervaded the Common Market.

It is more difficult to make the case on export pricing. In order to stay in the market, Belgian firms did cut prices (on synthetic fibers, some fabricated steel, for example), but in so doing cut profits and therefore reduced funds available for investments.

Expenditures on public works were concentrated on highway construction. While not "make work" projects, their short-run economic effect has mainly been to sustain demand in the engineering and construction sector, and, more important, to provide jobs to unskiiled labor. There is is no doubt this labor would otherwise have been unemployed, because despite these governmental programs, unemployment increased steadily throughout the last quarter of 1967; at year-end the unemployment rate stood at 4.6% of workers eligible for unemployment benefits; at the end of 1966, this figure was 3.3%.

If all workers fully or partially unemployer are counted, the unemployment rate exceeds 6.5%. Among the fully unemployed, the category of workers under twenty years old has shown the highest increase, more than doubling during the past year; this failure to provide jobs for graduating students highlights the cyclical nature of the current recession.

A look ahead

Despite the trade uncertainties cited above, economic analysts are cautiously optimistic about 1968. The influential Central Economic Council forecasts a growth in GNP of 3%. This estimate is based on signs of improvement in export

BELGIUM HAS RESISTED THE RECESSION in several key West European economies fairly well, but it will need a little bit of luck to make any real gains in 1968. The market for some specialized goods is still encouraging however, as evidenced by this brand new GT&E electronic telephone exchange at Hasselt.

markets, especially Germany, on a National Bank report that orders for industrial products are rising, and on the ability of Belgian industry, with stocks generally decreasing, especially of consumer goods, and operating now at about 77% of capacity, to keep pace with increasing demand.

There are trouble spots, however, in addition to the unemployment problem. Construction was down in 1967, 4% for homes and 12 percent for non-residential buildings, and no increase is expected in 1968.

Private consumption increased no more than 2% in 1967, but consumption of durables and semi-durables might even have declined (in constant prices). Continuation of this situation will only partially be remedied by the projected 1968 budgetary increase of 11.9% in public consumption (total amount budgeted is $2.38 billion).

Public investments increased in 1967, 7% by the national government and 13% by local governments, but private investment was stagnant and there are indications that the propensity to invest is decreasing. Banking and savings deposits are increasing, but loan demand is down.

All these phenomena characterize a continuing recession, and it can be concluded that the Belgian economy needs a little bit of luck to make gains in real growth in 1968.

The combined effect of border tax adjustments by its neighbors, the U.K. devaluation, and the U.S. balance-of-payments program on Belgian trade, and the Belgian Government's efforts to stimulate the economy as a response to these actions (announced too late to be included in this report) present such uncertainties that predictions made now on the trend of the Belgian economy will probably be revised during the course of the year.

For the first ten months, U.S. exports to Belgium increased slightly in 1967. Since then they may have fallen off considerably, particularly in capital goods. The short-term outlook is not bright, but if the expected economic turnaround occurs, the Belgian propensity to import should increase sharply, then creating export opportunities for U.S. producers of machinery and industrial raw materials. Competiton will be very stiff and a determined promotional effort will be needed.

Last year was an excellent crop year in Belgium, especially in terms of quality.

Consequently, U.S. agricultural exports will face strong competition on the Belgian market in 1968. Belgian wheat imports will be confined to blending qualities. Imports of canned fruits, feedgrains, and oilseeds may increase, but competition from third-country supplies will be keen. Cotton and tobacco imports seem stagnant.

Investment climate

Belgium estimates that since the beginning, in 1958, of its policy of attracting foreign investment to Belgium, 68% of all foreign investment has resulted from U.S. initiatives.

In 1967, the Government estimates that projects of U.S. origin amounted to $200 million and accounted for 80% of foreign investment in Belgium. Although most of the capital for U.S. investments is raised locally or in European capital markets, the Belgian Government is worried about the impact of the moratorium on U.S. investment in western Europe, especially since U.S. investments in Belgium have been high in technological content and concentrated in sectors in which growth has greatly exceeded the national average.

The official policy continues to welcome U.S. investment, despite some rumblings in the press and parliament, and is generally supported by public opinion.

In its last series of decrees under special powers, the Government established a requirement that public offers by foreign firms to purchase Belgian securities must be authorized by the Ministry of Finance. This regulation is intended to prevent the possible foreign take-over of Belgian firms in important sectors of the national economy, and followed rumors that Petrofina, Belgium's only international petroleum corporation might be so acquired by foreign interests. The decree is not considered likely to affect U.S. investments or Belgian attitudes towards them.

The Government has developed new criteria for dispensing aid to developing countries, which include diversification of aid, better project selection and coordination, and more channeling of aid through public and private institutions.

The annual aid target is 1% of GNP; one-third of the aid will go to multilateral projects and two-thirds to bilateral projects. At least one-third of the bilateral portion of aid is to be dispensed to nations other than ex-colonies. The absolute amount of Belgian aid to the Congo will therefore be reduced under this new program.

CONSTRUCTION SLUMPED in Belgium during 1967, with private homes dipping 4% and non-residential buildings off 12%. No increase is expected in 1968. Above, a Brussels office building.

What's in the KENNEDY ROUND for you?

To find out what you can expect from the January 1 tariff cuts by 10 countries and those due by July 1 by 28 others, send a complete description of your products and the names of the countries that interest you to:

OIRE Kennedy Round Service
Bureau of Int'l Commerce
U.S. Dept. of Commerce
Washington, D.C. 20230

Swedes face uncertainty

Predicted upturn in business activity seen already six months overdue

As the Swedish economy moves into 1968, it is beset by increasing uncertainty. The predicted upturn in business activity is now some six months overdue, and observers are becoming increasingly chary about making predictions for the immediate future, according to the latest Economic Trends Report submitted by the U.S. Embassy in Stockholm.

With the German re-expansion still no more than a forecaster's promise, with the full effects of the recent round of devaluations still not fully known or felt, and with the newly-announced American balance of payments program on top of the rest, this attitude is quite understandable.

Swedish authorities are now faced with a growing dilemma, with the economic requirements of the international situation running counter to those of the domestic scene. Sweden's balance of payments deficit and the defense of the kronor call for a restrictive economic policy, while the internal situation, with a mini-recession and growing unemployment, demands some relaxation of economic policy.

In charting a course between these contradictory demands, Swedish authorities appear to have made up their minds to attempt a tighter economic policy, but one combined with special measures aimed at stimulating industrial investments and alleviating the consequences of increased unemployment.

The 1967 growth in Sweden's gross national product (GNP), originally predicted at 4% and later revised downward to 3.5%, will apparently turn out to be about 3.2%.

General upswing needed

The Swedish Government is now predicting that growth in GNP during 1968 will be 3.5%, or about the same as last year. If this much growth is to be fully realized, however, it will probably come after some general European re-expansion, and largely in the second half of the year after various measures of the Government's new budget have taken effect.

For the present a relatively quiet development in practically all sectors seems to be in the offing. Such growth in GNP which is achieved will be due primarily to accelerated stockbuilding and increased exports.

Immediately following the British devaluation last November, Sweden lost approximately $174 million in foreign exchange reserves. To stem this tide, the Central Bank on Dec. 15 reversed the earlier downward trend in the discount rate by raising it 1%, to 6%.

In recent years the policy has been to change the discount rate only ½% at a time. The current 6% brings the rate back to the all-time high which prevailed until the beginning of 1967. However, on Feb. 9, the rate was once again lowered to 5.5%.

On Jan. 2 the Central Bank again tightened up by applying emergency regulations forcing banks to place up to 2% of their deposits in non-interest bearing accounts with the Central Bank.

Returns private funds

At the same time the Swedish Government is anxious to increase exports and to maintain full employment. Accordingly, it decided in the fall of 1967 to turn back to private companies investment funds held in blocked accounts at the Central Bank, with the stipulation that these be matched by the companies and used for enlarging inventories.

In December it again released investment funds with the stipulation that they be used for purchasing machinery, the orders to be placed before Apr. 1, 1968. In addition, county and municipal authorities were granted funds by the national government for use in stimulating investment.

As a result of Government policy, public investment was rising significantly by the end of 1967. Hospital construction particularly benefited by this increase. Housing investment increased 13% in 1967, but is expected to be up only 2.5% in 1968. Predictions are for the rate increase in municipal investments in 1968 to slow down from 11% to 7.5%.

For the moment something of a standstill, however, is foreseen in private investments. Commercial investments in 1968, such as in shopping centers and other retail outlets, gasoline stations, cinemas, and bank buildings, will probably decline some 13.5% because of a temporary 25% surcharge on what the Government has determined to be non-priority investments. The increase in total investments will probably fall from 3.5% in 1967 to 2% in 1968.

The proposed replacement of the current 11% sales tax by a value-added tax of the same amount, to become effective on Jan. 1, 1969, would tend to postpone private investments, which would have a more favorable tax treatment under the value-added tax. To obviate this possibility, the Government is now proposing to Parliament a form of tax relief on corporate income taxes amounting to about 5% of the purchase cost of all plant machinery acquired in calendar 1968.

The adoption of the value-added tax is to be accompanied by a 1% tax on payrolls. The overall impact of these three tax measures, which in all likelihood will be adopted, will be to encourage capital-intensive industries while hurting labor-intensive industries. Under the value-added tax proposal investment goods will be taxed less than under the present general sales tax, and labor-saving devices will be encouraged by the payroll tax.

These measures are in keeping with the Swedish Government's decision to give priority to the further rationalization of industry and an extension of the country's productive resources.

Recent developments indicate that overall industrial production is leveling off at a reasonably high level, but with output in several key areas failing to attain the the levels forecast in earlier company plans. While a continued upward trend in production has been noted in some industries, several soft spots with growing marketing and employment problems remain.

Key industries sluggish

A few of the nation's key industries, traditionally the mainstays of Sweden's prosperity and economic stability, have recorded no increase in production or a decline in overall output.

A few bright spots, however, stand out. These are iron-mining; the steel industry, whose output is rising markedly as a result of the improved inflow of foreign business; and the key shipbuilding industry, where activity has been sustained at a very satisfactory level following the industry's record production year of 1967.

Nevertheless, Swedish industry is displaying less vigor than officially predicted only months ago, and overall order books are generally contracting or regarded as too small in relation to current levels of output.

Delivery periods are generally becoming shorter, and manufacturers' inventories of finished goods are increasing. Industry circles are extremely cautious in predicting developments during the months ahead. Demand at home seems to be reacting very slowly to recent Government measures to stimulate investment.

This is occurring at a time when Swedish exports are being threatened by the recent currency devaluations in Great Britain, Denmark, Finland and elsewhere, affecting 31% of Sweden's export market. It is highly possible that significant cumulative effects of this situation will begin to make themselves felt in the near future.

The latest official index figures indicate that general industrial production in November 1967 was 3.3% above that of November 1966. This compared with increases of 3.4% and 6% for the two previous years.

Total wage costs, which increased about 10% annually in 1966 and 1967, will probably go up no more than 7% in 1968.

The previous large rise in prices is also now slowing down. The wholesale price index increased by less than 1% in 1967 and the consumer price index by 4.3%, both of which were considerably less than in the two previous years. The Swedish Government estimates that the consumer price index for 1968 will rise by only about 2.8%.

Domestic demand is expected to rise more rapidly than last year, but mainly due to a replenishment of stocks. Consumer demand will not grow at quite as good a rate in 1968, but will still increase about 2.5%. Official consumption, on the other hand, should increase by about 6% in 1968.

Estimates are that disposable income in 1968 will increase at the rate of 5.8%, or the same rate as in 1967. Since prices are not expected to rise as rapidly, however, this should mean a better rate of increase in real disposable income, from 1.5% in 1967 to 3% in 1968.

Trade balance better

Sweden's foreign trade balance improved significantly in 1967, with the result that the deficit on the current account of its international balance of payments was reduced by more than the Government's target at the beginning of the year. The total volume of exports rose by 6.5%, or if ship deliveries are excluded, by 5.5%. On the other hand, weak domestic demand (including that for American automobiles) resulted in imports climbing by only 3%.

From Jan.-Nov. 1967 Sweden's gold and foreign exchange holdings rose by $135 million, to a total of $1.3 billion. The basic strength of the Swedish economy is reflected in the continued size of these holdings and the ability of Sweden to forego devaluation.

Since within any given year from one-fifth to one-fourth of Sweden's GNP comes from exports, the Swedish Government is determined, in the face of rising production costs, to keep these exports as competitive as possible through increased efficiency. Some of these exports, of course, will compete with American products in third countries, but this relentless drive toward rationalization and increased efficiency also presents trade opportunities within Sweden for American businessmen.

The Government is using the Investment Bank and tax incentives to force mergers and the rationalization of industry. Tax measures are also being designed to encourage greater efficiency and productivity by giving tax breaks for newer and bigger plant installations.

When the Swedish Government set up the domestic Investment Bank last summer, the initial capitalization was almost $100 million, and an additional $40 million is provided for in this year's budget. Although the intended loans of the bank are closely guarded secrets, it appears that they will be directed initially toward the shipbuilding and forest industries.

At the same time, key administrators within the Swedish Government are maintaining that the most deserving industries for government credit are in the engineering field.

Perhaps more significant for the time being than the Investment Bank are the new tax measures described above. Plant equipment and machinery, and all kinds of labor-saving devices will benefit from these tax changes.

In effect the Swedish Government is simply encouraging what has already been taking place. The Federation of Swedish Industries recorded a total of 201 shutdowns due to various causes during calendar 1967. During the same period there were 240 mergers, amalgamations, or other forms of long-term collaboration agreements relating to research and development, production, and marketing.

Nevertheless, the Swedish Government fears that industrial production in 1968 will increase at the comparatively slow rate, for Sweden, of 4%. Improvements are foreseen in such major Swedish industries as engineering, chemicals, iron and steel, and in the iron ore mines.

Prospects are less bright for building and construction, where the growth rate is expected to decline from 7.5% to 2%. There is stil some uncertainty about the short-term prospects for sawmilling, pulpmaking, and other sectors of the forest industry.

If the current general sales tax is replaced as expected by the value-added tax on Jan. 1, 1969, there will be considerable tax relief for the iron and steel industry and the forestry industry. On the other hand building activities and service in-

SWEDISH CONSUMER DEMAND is not expected to increase as fast as its 1967 pace this year, but is still likely to rise by about 2.5%. This Stockholm department store houses IBM and other firms.

dustries will pay higher taxes as a result of the changeover.

Swedish forestry products are expected to suffer increasingly from Finnish competition, in part because Finnish industrial equipment is larger and more modern, and in part because of the Finnish devaluation last October.

To assist depressed regions, particularly the forest areas of the north, the Government in its budget for the Fiscal Year beginning July 1, 1969, is asking for a doubling of appropriations for its Regional Development Program.

Other areas of the country, however, may also come in for increased attention from the Investment Bank and the Regional Development Program. In southern Sweden the Government estimates that one third of the usable timber remains unprocessed each year because of the industry's difficulty in raising capital for expansion and new construction.

Efforts are being made to revitalize the forestry industry within the next two or three years.

Aid to new industries

Under the Regional Devolopment Program both existing and new industries can receive grants or loans of up to two-thirds of the total costs for buildings, and loans, but not grants, of up to two-thirds of the purchase costs of machinery and tools.

Sweden already ranks second only to the United States in per capita installations of computers. Automation will continue at a fast pace. Industry and trade circles are in complete agreement with Government leaders about the pressing need to increase efficiency at all stages of production. Added emphasis, therefore, will be given to the procurement of cost-reducing and labor-saving equipment and devices.

The entire Swedish automobile market, for foreign as well as domestically produced cars, has been in a slump for several months. Observers believe, however, that sales should pick up significantly in 1968. The proposed introduction of new automobile safety legislation will hit French and Italian manufacturers more than American producers.

On the other hand, inquiries made of local wholesalers and distributors indicate less optimism with regard to sales of most non-durables in the near future. There is some consumer resistance to higher prices, reflected in the current growth of private savings.

Swedes are increasingly preferring quality goods and the latest innovations in machinery and equipment. American products are much appreciated for their high quality and durability. Travel from Sweden to the United States rose by 25% during 1967, and this should stimulate additional interest in American products.

On most international economic and commercial questions, Sweden has taken positions close to those of the United States, and can be expected in the foreseeable future to continue to support constructive policies in these areas.

In preliminary discussions of tariff questions expected to come up at the second UN Conference on Trade and Development, currently meeting in New Delhi, Sweden has taken positions similar to those of the United States; for example, it supports temporary tariff preferences for the developing countries and opposes reverse preferences (preferential tariff treatment still enjoyed by some European countries in their former colonial areas).

As a member of the Group of Ten working on international monetary reform, Sweden has also taken positions similar to those of the United States. Its Central Bank has swap arrangements (standby provisions for supporting each other's currency) with the Federal Reserve System and continues to hold most of its foreign exchange holdings in dollars rather than in gold.

In cooperation with efforts to help the British pound, it resisted devaluation last November. At the time of the announcement of the President's new U.S. Balance of Payments Program on Jan. 1, the Swedish Minister of Finance and the Governor of the Central Bank issued constructive public statements.

Indian crops will probably surpass record forecasts

Sales to rural market expected to offer best short-term promise

Generally favorable and timely winter rainfall, coupled with the expanding use of fertilizer and high-yielding grain varieties, have combined to strengthen earlier forecasts of an excellent harvest.

A telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in New Delhi says that earlier expectations of a record 95 million tons of foodgrains in the current crop year probably will be exceeded.

The outlook in the manufacturing industries is for selective improvement in the immediate future. Sales of agricultural equipment and consumer goods in rural areas are expected to increase rapidly due to the growing farm incomes which will be generated by the excellent harvest.

The outlook is for continued low output of most capital goods, particularly those dependent on Government orders, during the greater part of 1968. However, rising demand is anticipated for most chemicals, pharmaceuticals, and consumer goods of importance to the rural economy.

Record national income is forecast for the current Indian fiscal year ending March 31, notwithstanding the adverse drought-related events of the first half of the year. Agricultural income is likely to account for more than 50% of the total.

The sales and profit outlook is expected to be most favorable for companies which adapt sales policies designed to take care of the rising opportunities in the rural market.

Implications of these developments for the United States are:

- U.S. affiliated companies in most industries in India generally anticipate increased sales and profits in 1968;
- In spite of record crop forecasts, U.S. exports of foodgrains and sales of fertilizers, largely AID-financed, will remain strong;
- India will offer a good export market for insecticides, chemicals, non-ferrous metals, industrial spares and components, special steels, and specialized machinery and equipment; and
- Prospects for private U.S. investment are moderately favorable in fertilizers, food processing, insecticides, pharmaceuticals, chemicals, agricultural machinery, and various specialized industries requiring advanced technology.

Copies of the full report from which this summary was drawn will be available within three weeks from the Clearinghouse for Federal Scientific and Technical Information, U.S. Department of Commerce, Springfield, Va. 22151. Price $1.50. Order DIB 68-03-007.

Spain raises duty-free quota on coking coal imports

The Spanish Ministry of Commerce has announced that 1.75 million metric tons of coking coal (tariff item 27.01A) may be imported free of duty in 1968, in accordance with its Order of Jan. 5. The Directorate General of Foreign Trade of the Ministry of Commerce allocates the quota. Last year's duty-free quota was 1.1 million metric tons.

New Yugoslav economic reforms include curbs on several imports

Most import restrictions designed to correct heavy trade surplus with East Europe; some items of interest to U.S. were liberalized

Important changes in Yugoslavia's trade mechanism were included in a series of measures passed in December which were designed to implement the reform in 1968. Included were customs duty modifications, changes in the import quota list system, a tightening of consumer goods imports with 'retention quota' exhange, and various efforts to increase exports.

The 1965 *Customs Tariff* includes 36 changes, two of which are general. The general modifications allow the duty-free import of items for disaster relief in free of charge, and allow the Federal Executive Council to raise customs duties on agricultural products up to 20% above the normal rates on a seasonal basis. Changes on specific item rates provide for a lowering of duties on two items, and for an increase on the rest.

A total of 679 products were moved to a different quota category, the great majority into more restrictive classifications. Items now on the D, or most restricted list, are passenger and cargo aircraft, tractors of all sizes, railroad locomotives and rolling stock, and wines.

The majority of items were moved from the free or conditionally free (LB or LBO) categories to the global quota (GDK) category, a measure primarily directed at correcting the serious trade surplus with Eastern European nations.

Among the few items receiving more liberal classification were tobacco; cigars and cigarettes; oxygen, neon and boron; phosphorus and strontium; blank printing dies; glues; mirror and melted glass; tanning acid; aluminum household goods; pumps for liquids; telescopes; orthopedic devices; and industrial brushes.

Information on tariff and quota changes on specific items is available from the European Division, BIC-888, U.S. Department of Commerce, Washington, D.C. 20230.

In an amendment to the 1966 Law on Foreign Exchange Operations the purchasing of consumer goods with foreign exchange in a firm's retention quota has been severely curtailed. Only firms which use consumer goods as an essential part of their business (catering, tourism and retail stores who sell the goods only in their chain of shops) may now use the retention quota to import consumer goods. The definition of firms engaged in catering and tourism was also tightened with respect to retention quotas.

Curb on competitors

Through another key amendment, this one to the 1966 Law on Trade of Goods and Services with Foreign Countries, the Government sought to prevent disruptive export competition among Yugoslav firms. The new law provides that firms which control 75% of certain geographic or product markets may form marketing agreements and all firms in the field must respect the agreement. If firms in these fields do not reach an agreement, the Federal Executive Council will pass the necessary regulations itself.

Finally, a new Law on Channeling Resources for Certain Investment Credits increases the credit available to firms which export ships and machinery and those which are involved in overseas building construction. A Yugoslav bank can use 60% of guaranteed deposits and must provide not less than 30% of the minimum obligatory reserve funds which the firm keeps in the bank. Banks may also use money in the Fund for Crediting and Insuring Certain Exports, which has been derived from taxes for earthquake relief. These new measures are designed to increase the competitiveness of the above firms, which have had financial difficulties since the institution of the economic reform.

Surinam ups detergent duty

The Government of Surinam has raised the customs duties on both packaged and bulk detergents from 20% to 40% ad valorem.

Ireland cuts import duties on several types of vehicles

Ireland has reduced the import duties on certain completely knocked down aggregates of specified motor vehicles, including tractors, motor cars, trucks, and buses from 20% to 17½%. The provisions of the regulation, entitled "Imposition of Duties (No. 165—Customs Duties and Form of Customs Tariff) Order 1967," effective Nov. 30, 1967, also empower the Irish Minister for Industry and Commerce to approve reduced duty rates of 20% and 32½% for imports of similar fully built-up vehicles, subject to conditions that the Minister may see fit to impose.

A loan copy of this regulation is available upon request from the European Division, Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Laos raises duty rates on petroleum products

A decree by the Prime Minister of Laos, effective Dec. 19, has increased the customs duties on imports of kerosene, diesel fuel and lubricants. Under tariff No. 27.10 the rate of duty applicable to heavy fuel oil, domestic and light fuel oil, and gas oil (high speed diesel) was increased from 10% ad valorem to 12% and the specific duty on lubricating oil and grease from 7.2 kip to 90 kip per net kilo (240 kip = 1 dollar). Under Tariff No. 27.11 the specific duty on bottled gas was increased from 7.5 kip to 13 kip per net kilo.

World Bank helps Taiwan buy railway equipment

The Taiwan Railway Administration will use a $17.5 million World Bank loan to buy high-priority items needed during 1967-68 to meet the demand on its already overtaxed facilities.

The loan will be used for the purchase of 26 diesel electric locomotives, 8 diesel engines for railcars, 116 passenger cars, 8 trailers, 100 bogies for passenger cars, 470 freight cars, signaling equipment, track and bridge material and track maintenance equipment.

Equipment will be purchased on the basis of international competitive bidding.

Investment Opportunities

Mandatory controls providing a limited basis for continued U.S. direct investment overseas were initiated by the President on Jan. 1 as part of a broad program to improve the U.S. balance of payments. The Jan. 8 issue of INTERNATIONAL COMMERCE contains a summary explanation of the investment control program.

To ascertain whether they are subject to investment controls, and to insure their compliance with them, investors should consult the text of the Foreign Direct Investment Regulations, published in the Federal Register for Jan. 3, available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. An office has been set up to administer the program. Address: Director, Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

The Investment Opportunities section continues as an informational service for U.S. investors operating within the scope of the mandatory investment regulations. Opportunities listed in this section include licensing and joint venture proposals.

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230.

For general assistance to firms interested in joint ventures or licensing agreements abroad **telephone:** 202-967-3786 or **write:** Department of Commerce (BIC-878), Washington, D.C. 20230.

U.S. firms offered opportunities to make, distribute variety of European products

Manufacturers in England, France, The Netherlands interested in licensing arrangements for dental items, combustion engine

Firms in France, England and The Netherlands are seeking U.S. licensees to produce and distribute their products for the U.S. market.

Products offered are special dental products, including a silver complex, an inertial cut-off valve and switch, radar, air traffic and weapon control systems, sluice valves, and a low-cost internal combustion rotary engine.

Additional details concerning these products and the names and addresses of the foreign firms may be obtained by writing the Office of International Investment, Bureau of International Commerce, code 874, U.S. Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity described below.

• A French laboratory is offering licensing rights on special dental products including a silver complex. These products and the methods for the use of such are for the treatment of dental disorders, including paradontosis, stomatitis, and gum inflammation. The laboratory has a U.S. patent. **File 1574.**

• A British switch manufacturer is seeking a U.S. licensee to manufacture an inertial fuel cock and a vibration switch.

The inertial fuel cock, made of alloy, has two moving parts. If the cock is used in the automotive industry, upon an impact force of from 3 to 7g, a moving ball causes the valve shuttle to lift and seal the outlet orifice, thus serving as a fuel shut-off valve to help prevent fuel fires resulting from an accident. This device can also be used with process machinery as a fluid shut-off in cases of excessive vibration.

The vibration switch is used with domestic appliances as a protective cut out switch in instances of excessive vibration, and in the automotive industry as an impact safety switch or a crash cut-out switch. The switch, which is 13 amps. at 230 volts a.c., is normally closed, latching open circuit, with a pushbutton reset. **File 1575.**

• A Dutch manufacturer of weapon control systems, air traffic control systems, and radar systems, is seeking a cross-licensing arrangement with a U.S. firm in the field of special purpose computer weapon control systems, and radar systems. **File 1576.**

• A Dutch manufacturer of sluice valves, non-return valves and fire hydrants, and of machines and apparatus to customers' specifications, is seeking a licensee in the U.S. to produce a new sluice valve design with elastic elements for water supply systems.

This Dutch manufacturer, which has casting equipment up to 6 tons in Meehanite and Meehanite nodular iron, and an up-to-date machine shop wants to be a licensee for the production of machinery and equipment according to an American design, with sales to be handled by the U.S. company. **File 1577.**

• A U.S. licensee is sought by this French inventor to produce his advanced type internal combustion rotary engine. According to the inventor, this engine has many advantages not found in similar existing engines. First, the engine is of the four-cycle type having a power stroke for each half revolution of the rotor and thus is balanced the same as a four cylinder, four cycle engine. In addition, this engine utilizes the pallet pump instead of the gear pump principal and is composed of only six main parts considerably reducing manufacturing costs. Because of the unique method of connecting the cylinders, sizes range from a few cubic centimeters up to 10,000.

Other advantages claimed for the engine are its very high power-to-weight ratio, output may be kept almost constant even with a partial load and that cheaper fuels may be utilized in its use. **File 1423-R.**

Turkish group wants U.S. partner in Aegean hotel

Prominent Turkish industrialists propose a joint venture with a U.S. partner to develop a hotel and other tourist facilities on the central Aegean Coast of Turkey.

The initial cost estimates approximate

$5 million. The U.S. partner is asked to purchase from 30 to 40% equity and provide managerial personnel and know how for the first year or two of operation.

An official representative of the group plans to visit the U.S. in late April to discuss the proposal in detail with respondents to this announcement.

Write: Mr. Selcuk Yasar, Durmus Yasar Ve Ogullari Boya Fabrikasi, PK 594, Izmir, Turkey. WTD.

African States seek investors from U.S.

Association of five West African countries establishes aid fund

To attract foreign investors, the Entente Council, an association of five West African states—the Ivory Coast, Togo, Niger, Dahomey and Upper Volta—has established a Mutual Aid and Loan Guaranty Fund.

The function of the Fund is to guarantee loans for economic development extended to private firms as well as to the member governments of the Council, or to semi-public bodies in any of the five states. Reserves for the Fund's guarantee are on deposit in a bank in Paris and are backed by hard currency.

France has been the major source of foreign capital for those countries, which comprise a market of 16 million consumers. The countries, however, also are interested in attracting capital from other sources, particularly from the United States.

To encourage U.S. investment through the Fund, the U.S. Agency for International Development has provided the Fund with an American advisor, Frederick Bartlett, former U.S. Ambassador to the Malagasy Republic. Bartlett, who speaks French fluently, will be of assistance to U.S. businessmen in handling language problems that may arise in these French-speaking countries. He is presently located at the Fund's headquarters in Abidjan, Ivory Coast.

AID also has extended a grant to the Fund for a study, now under way, to find viable agricultural projects for possible private investment. Provision has been made for prospective American investors to receive free transportation and per diem allowances to look into projects in the Entente States that are of interest to them. The Fund's agent operating under this grant is Porter International Co.

For further information, U.S. businessmen may communicate with Robert Macy, vice president, Porter International Co., 800 17th St. NW., Washington, D.C. 20006 (telephone, 202-298-7890).

The address of the Fund is: Conseil de L'Entente, Fonds d'Entr'aide et de Garantie des Emprunts, B.P. 20824, Abidjan, Ivory Coast.

Dutch firms want to make machinery and equipment

Three Dutch manufacturers seek licensing agreements, one advanced technology in production of grading machines and the other to manufacture U.S. designed machinery and equipment.

- A prominent Dutch producer of valves and machinery seeks a licensing arrangement to manufacture U.S. designed machinery and equipment.

Specializing in general mechanical engineering and the production of custom designed machines, the firm has a modern plant, including a foundry, and about 620 employees.

Additional information can be obtained by **writing:** N.V. Machinefabriek and Ijzergieterij "Holland-Bergen op Zoom", 6 Havendijk, Bergen op Zoom, The Netherlands. WTD.

- A leading Dutch manufacturer of food grading machines seeks advanced technology in the production of grading machines for eggs, poultry, fish, and vegetables.

The company has 130 employees with subsidiaries in Switzerland, England and Spain.

Write: N.V. Apparatenbouw Moba, 105 Amersfoortsestraatweg, Soesterberg, The Netherlands. WTD.

- An established Dutch manufacturer of steel structures, metal window frames and plastic partitions seeks a licensing agreement with a U.S. firm to produce commercial air-conditioning and air-purification equipment (including combination heating and cooling units, preferably gas-fired); humidifiers and dehumidifiers, filters and air ducts for perimeter and other systems.

Write: STARAKO Constructiefabriek N.V., 27 Wilhelminakanaal-Oost, or P.O. Box 10, Oosterhout (N.B.), The Netherlands. WTD.

Austrian metal container firm wants U.S. licenses

An old and well-established Austrian manufacturer of metal containers for paint and varnish, pharmaceuticals, cosmetics, vegetable oil and food seeks to license the manufacture of new products from U.S. firms. The firm is equipped with metal lithography facilities, stamping presses with various auxiliary devices and a variety of other machinery to produce metal containers, from small drawn cans to 20 liter soldered drums.

Write: Wiener Blechemballagen-Fabrik Adolf & Josef Skutezky, Friesenplatz 9, A-1101 Vienna, Austria. WTD.

U.K. burglar alarm firm wants license to broaden line

A Manchester manufacturer of burglar alarm equipment seeks a license to produce newly developed burglar alarm equipment, particularly of the microwave type for use in warehouses and similar buildings. The British firm requests that such equipment adhere to "Underwriters Laboratory" specifications.

Write: Hornet Alarms (Manchester) Ltd., 163 Stretford Road, Manchester 15, England. WTD.

Saudi pharmaceutical firm proposes hospital venture

A Saudi wholesaler and retailer of pharmaceuticals seeks collaborative arrangements with a U.S. firm to establish and maintain a 70-bed hospital in Jidda.

Established in 1946, the company has about 60 employees and much real estate.

Additional information can be obtained by **writing:** Batterjee National Pharmaceutical Stores, P.O. Box 2, Jidda, Saudi Arabia. WTD.

Haitian firm wants help in making products for U.S.

A Haitian manufacturer of rosettes and insignias seeks collaborative arrangements with U.S. manufacturers for the production and finishing of products for the U.S.

The company reports the availability of an adequate supply of inexpensive semi-skilled hand labor.

Write: Cooperative L'Action Familiale, Rue Bonne Foi No. 86, P.O. Box 1016, Port-au-Prince, Haiti. WTD.

UN submits new projects

Development Program approves record level of assistance for 71 nations, territories

The Administrator of the United Nations Development Program submitted 95 new projects and 5 supplementary earmarkings to the program's Governing Council for approval at its recently completed fifth session. The Governing Council approved the projects as submitted and authorized the earmarkings of each project as recommended by the Administrator.

This is a record program of assistance to some 71 developing nations and territories. The estimated total cost of the projects approved in this session is $232 million. Of this amount the Governing Council will contribute approximately $93.1 million. The remainder is to be contributed by the recipient governments.

The approval of such a significant program by the Council indicates that the UNDP is making progress in its efforts to combat global want. Projects approved at this session cover a broad spectrum. Included are many large-scale pre-investment projects involving training of specialists; mineral, water, land, fishery and various natural resource surveys; research and economic planning in agriculture, industry, public utilities, housing, building and physical planning, health and sanitation education, social welfare, public administration and other economic services.

More than 50% of the UNDP earmarkings will be used to provide the needed experts for the various projects; something under 20% will be used for the purchase of equipment; 10% or more will be spent on subcontracts which will be awarded to specialized firms.

U.S. firms win contracts

During the first half of 1967, U.S. firms received UNDP subcontract awards amounting to approximately $2.3 million out of a total of about $7 million of subcontracts awarded.

Summaries providing pertinent background data for each of the projects listed are available to U.S. firms upon request from J. L. Malone, Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. U.S. firms should include in such requests the project number, country and title of the project desired, such as, DP/SF/R.5/Add. 1—Afghanistan— Establishment of water management department. The foregoing identification will enable us to expedite requests with a minimum of delay.

A brochure titled: "Private Enterprise and the United Nations Development Program—How to Bid on Special Fund Projects", providing a brief history of the UNDP and the procedures of its various agencies in selecting needed services and experts to implement projects, is available for 15¢ from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Projects summarized

Following is a brief summary of each project approved by the Council. Projects are listed by number, country, title, responsible executing agency and estimated total cost.

DP/SF/R.5/Add. 1—AFGHANISTAN: Establishment of a **water management** department: The United Nations (UN). $2,436,200.

DP/SF/R.5/Add. 2—AFGHANISTAN: Kunduz-Khanabad **irrigation feasibility study:** The Food and Agriculture Organization of the United Nations (FAO). $960,100.

DP/SF/R.5/Add. 3—ALGERIA: Centre for **industrial and technological studies:** The United Nations Industrial Development Organization (UNIDO). $1,449,700.

DP/SF/R.5/Add. 4—ALGERIA: **Forestry development and management:** FAO. $1,909,800.

DP/SF/R.5/Add. 5—ALGERIA: **Manpower organization and planning:** The International Labor Organization (ILO). $1,571,100.

DP/SF/R.5/Add. 6—ARGENTINA: Intensification of **animal production,** Anguil: FAO. $6,069,700.

DP / SF / R.5 / Add. 7 — AUSTRALIA: **Transport survey** in Papua and New Guinea: The International Bank for Reconstruction and Development (IBRD). $596,600.

DP/SF/R.5/Add. 8—BOLIVIA: **Animal health** program, Ovejuvo-La Paz: FAO. $2,714,400.

DP/SF/R.5/Add. 9—BOLIVIA: Experimental production plant for **asbestos processing,** Cochabamba: UNIDO. $764,500.

DP/SF/R.5/Add. 10—BOLIVIA: **Groundwater development** in the Altiplano: UN. $2,638,800.

DP/SF/R.5/Add. 11—BOTSWANA: Preinvestment survey of **utilities for mining** development: IBRD. $1,007,400.

DP/SF/R.5/Add. 12—BRAZIL: Mogiana **agricultural diversification:** FAO. $2,308,900.

DP/SF/R.5/Add. 13—BULGARIA: Central institute of **public health,** Sofia: The World Health Organization (WHO). $9,818,400.

DP/SF/R.5/Add. 14—BURMA: **Development of the Sittang River Valley:** UN (in association with FAO). $3,275,200.

DP/SF/R.5/Add. 15—BURUNDI: **Mineral survey:** UN. $1,174,300.

DP / SF / R.5 / Add. 16—CAMBODIA: **Flood warning system:** The United Nations Educational, Scientific and Cultural Organization (UNESCO). $156,000.

DP / SF / R.5 / Add. 17—CAMEROON: Centre for the **development of co-operatives:** ILO. $2,013,400.

DP/SF/R.5/Add. 18—CAMEROON: Rurally-oriented **primary teacher training** institute, Yaounde: UNESCO. $5,273,300.

DP/SF/R.5/Add. 19—CENTRAL AFRICAN REPUBLIC: **Road feasibility and maintenance** study: IBRD. $401,500.

DP/SF/R.5/Add. 20—CEYLON: **National economic programming and planning:** UN. $2,748,100.

DP/SF/R.5/Add. 21—CHILE: Training and research institute for **agrarian reform,** Santiago (Phase II): FAO. $2,653,000.

DP/SF/R.5/Add. 22—CHILE: Training of **educational administrators, supervisors and specialists,** Santiago: UNESCO. $2,674,600.

DP/SF/R.5/Add. 23—CHINA: **Sewerage planning** in the greater Taipei area: WHO. $1,034,400.

DP/SF/R.5/Add. 24—COLOMBIA: Institute for **technological research,** Bogota (Phase II): UNIDO. $1,763,700.

DP/SF/R.5/Add. 25—CONGO (BRAZZAVILLE): **Rural development program:** ILO (in association with FAO, UN and UNESCO). $2,359,500.

DP/SF/R.5/Add. 26—CONGO (BRAZZAVILLE): Secondary **school teacher training** institute, Brazzaville (Phase II): UNESCO. $4,781,300.

DP/SF/R.5/Add. 27 — DEMOCRATIC REP. OF THE CONGO: **Mineral resources** survey in the Bas-Congo: UN. $1,467,200.

DP/SF/R.5/Add. 28—CYPRUS: **Hotel and catering** institute, Nicosia: ILO. $2,037,100.

DP/SF/R.5/Add. 29—DAHOMEY: Strengthening of the **Geological and Mining Service:** UN. $728,400.

DP/SF/R.5/Add. 30—DOMINICAN REPUBLIC: **Faculty of Engineering,** Madre y Maestra University, Santiago de los Caballeros: UNESCO. $2,408,600.

DP/SF/R.5/Add. 31—ETHIOPIA: General **road study:** IBRD. $385,900.

DP/SF/R.5/Add. 32—ETHIOPIA: School for **animal health assistants,** Debre Zeit (Phase II): FAO. $1,799,500.

DP/SF/R.5/Add. 33—ETHIOPIA: Work-oriented **adult literacy** project: UNESCO. $3,643,500.

DP/SF/R.5/Add. 34—GABON: **Forest development:** FAO. $2,146,200.

DP/SF/R.5/Add 35—GHANA: Increased **farm production through fertilizer use:** FAO. $2,638,400.

DP/SF/R.5/Add. 36—HONDURAS: **Forestry school** at Salama (Province of Olancho): FAO. $1,947,200.

DP/SF/R.5/Add. 37—INDIA: Design centre for **electrical measuring instruments:** UNIDO. $1,572,000.

DP/SF/R.5/Add. 38—INDIA: **Nuclear research in agriculture:** The International Atomic Energy Agency (IAEA). $3,327,700.

DP/SF/R.5/Add. 39—INDIA: **Sheep and wool development** in eight states: FAO. $4,879,300.

DP/SF/R.5/Add. 40—INDONESIA: **Telecommunications training** centre, Bandung: The International Telecommunication Union (ITU). $2,360,000.

DP/SF/R.5/Add. 41—IRAN: **Geological Survey** Institute (Phase II): UN. $1,959,300.

DP/SF/R.5/Add. 42—IRAN: **Public service reform** and training: UN. $9,912,700.

DP/SF/R.5/Add. 43—IRAQ: **Animal health** institute (Phase II): FAO. $1,496,300.

DP/SF/R.5/Add. 44—IRAQ: **Building research** centre, Baghdad: UN. $1.288,400.

DP/SF/R.5/Add. 45—IRAQ: Pilot project in **soil reclamation and irrigated farming** development in the greater Mussayib area: FAO. $553.800.

DP/SF/R.5/Add. 46—IVORY COAST: National centre for the promotion of **cooperative enterprises:** ILO. $1,270,800.

DP/SF/R.5/Add. 47—IVORY COAST: **Transportation** survey: IBRD. $783,500.

DP/SF/R.5/Add. 48—JAMAICA: **Food crops development and marketing** feasibility survey: FAO. $247,400.

DP/SF/R.5/Add. 49—KUWAIT: **Water resources** centre, Kuwait City: UN. $2,018,400.

DP/SF/R.5/Add. 50—LEBANON: **Civil Aviation Safety** centre, Beirut (Phase II): The International Civil Aviation Organization (ICAO). $2.251,600.

DP/SF/R.5/Add. 51—LEBANON: **Hydro-agricultural development:** FAO. $3,389,100.

DP/SF/R.5/Add. 52—MALAGASY REPUBLIC: **Fishery development** project: FAO. $3,330,500.

DP/SF/R.5/Add. 53—MALAGASY REPUBLIC: Preparation of a **power development program** and related training activities: UN. $786,700.

DP/SF/R.5/Add. 54—MALAGASY REPUBLIC: Supplementary assistance to surveys of the **mineral and groundwater resources** of southern Madagascar: UN. $374,500.

DP/SF/R.5/Add. 55—MALAYSIA: **Forest industries development:** FAO. $2,175,800.

DP/SF/R.5/Add. 56—MALI: Practical **rural training** centres: ILO. $5,862,100.

DP/SF/R.5/Add. 57—MONGOLIA: Expansion of **meteorological and hydrological services:** The World Meteorological Organization (WMO). $3,661,100.

DP/SF/R.5/Add. 58—MONGOLIA: National **industrial vocational training** scheme: ILO. $7,529,300.

DP/SF/R.5/Add. 59—MOROCCO: Centre for the **collection and analysis of data on agricultural and rural development** projects: FAO. $466,000.

DP/SF/R.5/Add. 60—MOROCCO: **Forestry education** and training: FAO. $1,938,700.

DP/SF/R.5/Add. 61—MOROCCO: National **Leather and Textile Institute,** Fez (Phase II): ILO. $1,295,900.

DP/SF/R.5/Add. 62—NICARAGUA: Investigation for the development of **forest resources** in the Northeast: FAO. $2,551,100.

DP/SF/R.5/Add. 63—No recommendation will be issued under this symbol.

DP/SF/R.5/Add. 64—PAKISTAN: **Telecommunication Staff College** at Haripur (West Pakistan): ITU. $3,355,600.

DP/SF/R.5/Add 65—PERU: **Livestock production and health** in the Sierra and Selva: FAO. $3,299,400.

DP/SF/R.5/Add. 66—PHILIPPINES: Strengthening **agricultural training** at Central Luzon State University: UNESCO. $2,142,700.

DP/SF/R.5/Add. 67—REPUBLIC OF KOREA: **Coastal fishing** training centre, Pusan: FAO. $2,576,600.

DP/SF/R.5/Add. 68—REPUBLIC OF KOREA: **Fishery advisory** services: FAO $156,100.

DP/SF/R.5/Add. 69—ROMANIA: **Plant breeding and seed production,** Fundulea: FAO. $7,177,200.

DP/SF/R.5/Add. 70—SENEGAL: **Rural vocational training** program (Phase II): ILO. $2,578,900.

DP/SF/R.5/Add. 71 — SINGAPORE: **Fishery** training centre: FAO. $2,742,900.

DP/SF/R.5/Add. 72 — SINGAPORE: Establishment of a **metal industries** development centre through supplementary assistance to the foundry demonstration and service unit: ILO (in association with UNIDO). $1,907,400.

DP/SF/R.5/Add. 73 — SINGAPORE: **Technical teacher education** and vocational training: UNESCO. $3,036,200.

DP/SF/R.5/Add. 74—SOMALIA: **Mineral and groundwater** survey (Phase II): UN. $1,753,600.

DP/SF/R.5/Add. 75—SOMALIA: Training school for **animal health** assistants, Mogadiscio (supplementary assistance): FAO. $532,200.

DP/SF/R.5/Add. 76—SUDAN: **Higher Teacher Training** Institute, Omdurman (Phase II): UNESCO. $1,143,700.

DP/SF/R.5/Add. 77—SUDAN: **Post and Telegraph Training Centre,** Khartoum (Phase II): ITU. $1,763,400.

DP/SF/R.5/Add. 78—SUDAN: Work-oriented **adult literacy** project: UNESCO. $3,294,000.

DP/SF/R.5/Add. 79—SYRIA: **Agricultural development** of the Ghab region (Phase II): FAO (in association with UNESCO). $2,423,900.

DP/SF/R.5/Add. 80 — THAILAND: **Management consultant training,** Bangkok: ILO. $591,800.

DP/SF/R.5/Add. 81—TOGO: Development of **forest resources:** FAO. $1,457,200.

DP/SF/R.5/Add. 82—TRINIDAD & TOBAGO: **Seismic survey** of the marine area between Trinidad and Tobago: UN: $714 100.

DP/SF/R.5/Add. 83—TUNISIA: Development of **co-operative enterprises:** ILO. $377,600.

DP/SF/R.5/Add. 84—TURKEY: Inplant **training center for engineers,** Kirikkale: UNIDO (in association with ILO and UNESCO). $4,420,300.

DP/SF/R.5/Add. 85—TURKEY: **Small industries development** program: UNIDO (in association with ILO). $2,202,800.

DP/SF/R.5/Add. 86—UNITED ARAB REPUBLIC: **Animal Health** Institute (Phase II): FAO. $1,615,400.

DP/SF/R.5/Add. 87—UNITED ARAB REPUBLIC: Demonstration **pesticide production plant** based on chlorine and bromine resources: UNIDO. $2,306,600.

DP/SF/R.5/Add. 88—UNITED ARAB REPUBLIC: Institute of **Small Industries,** Giza (Phase II): ILO (in association with UNIDO). $2,244,600.

DP/SF/R.5/Add. 89—UNITED KINGDOM (FIJI): Development of **forests and forest industries:** FAO. $438,400.

DP/SF/R.5/Add. 90—UNITED KINGDOM (MAURITIUS): **Fishery development** project: FAO. $900,900.

DP/SF/R.5/Add. 91—UNITED KINGDOM (MAURITIUS): **Land and water resources** survey (Phase II): FAO. $577,400.

DP/SF/R.5/Add. 92—UPPER VOLTA: **Agricultural Training** Centre, Matourkou (Phase II): FAO. $2,372,500.

DP/SF/R.5/Add. 93—URUGUAY: **Veterinary investigation** service, Rubino Institute, Pando: FAO. $3,364,000.

DP/SF/R.5/Add. 94—ZAMBIA: Detailed **mineral exploration** west of Broken Hill: UN. $1,485,000.

DP/SF/R.5/Add. 95—ZAMBIA: **Luangwa Valley conservation and development:** FAO. $3,735,400.

DP/SF/R.5/Add. 96—ZAMBIA: National **industrial vocational training** scheme: ILO. $3,424,300.

DP/SF/R.5/Add. 97—REGIONAL (GUINEA, MALI, MAURITANIA AND SENEGAL): Development of **agricultural research** in the Senegal River Basin: FAO. $2,638,600.

DP/SF/R.5/Add. 98—REGIONAL (ARGENTINA, BOLIVIA, BRAZIL, PARAGUAY and URUGUAY): Critical inventory of basic information needed for an integrated **development of the River Plate Basin:** UN [through the Economic Commission for Latin America (ECLA), in association with the Inter-American Development Bank (IADB)]. $1,285,400.

DP/SF/R.5/Add. 99—REGIONAL (ARGENTINA, BOLIVIA, BRAZIL, CHILE, ECUADOR, PARAGUAY, PERU, URUGUAY): Pre-investment study for the Inter-American **telecommunications network:** IADB (in association with ITU). $1,430,400.

DP/SF/R.5/Add. 100—REGIONAL (ARGENTINA, CHILE, COLOMBIA, COSTA RICA, EL SALVADOR, HONDURAS, NICARAGUA, PANAMA, and PERU): Pan American program for **health planning:** WHO. $5,131,900.

DP/SF/R.5/Add. 101—No recommendation will be issued under this symbol.

DP/SF/R.5/Add. 102—KENYA: Supplementary assistance to **mineral resources survey** in western Kenya: UN. $87,400.

DP/SF/R.5/Add. 103—LEBANON: Supplementary assistance to **groundwater** survey: UN. $461,000.

DP/SF/R.5/Add. 104—GREECE: **Forest industries** feasibility studies: FAO. $711,900.

World Trade Opportunities Continued to page 36

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

195 Small arms

SWEDEN—Firearms, hunting, target. A. Th. Nyberg AB (retailer, wholesaler), Kungsgatan 41, Goteborg C. WTD 1/68.

196 Small arms ammunition

SWEDEN—Firearms ammunition, hunting, target. A. Th. Nyberg AB (retailer, wholesaler), Kungsgatan 41, Goteborg C. WTD 1/68.

220 Textile mill products

SWEDEN—Upholstery fabrics: cotton, manmade fibers, wool. Ideal-Mobler (wholesaler), Bernt Lonnqvist, Malmback. WTD 12/67.

221 Broad woven fabric mills, cotton

HONG KONG—Cotton, silk, and/or artificial fiber tapestry, upholstery fabrics. Kayamally, Ltd. (importer, retailer), P.O. Box 646. Cable: KAYAMALLY. WTD in preparation.

SWITZERLAND—Cotton fabrics. Coto-Prolfitex S.A. (broker, importer, distributor), 9-11 Place de la Fusterie, 1204 Geneva. WTD 1/68.

222 Broad woven fabric mills, manmade fiber, silk

HONG KONG—Dacron/cotton, dacron/wool mixed fabrics; printed spun rayons; printed jerseys; all for ladies' garments; maximum 25 yds. per color. Kayamally, Ltd. (importer, retailer), P.O. Box 646. Cable: KAYAMALLY. WTD in preparation.

224 Narrow fabrics, other smallwares mills

IRAN—Laces for boots. Imperial Iranian Army National Shoe Co. (government agency), Khajeh Nezamelmolk Ave., Tehran. WTD 1/68.

225 Knitting mills, products

HONG KONG—Men's, women's summer sports, casual wear made of synthetic fabrics. The Dragon Seed Co., Ltd. (importer, wholesaler, retailer), P.O. Box 79. Cable: DRAGOSON. WTD in preparation.

Curtains. Kayamally, Ltd. (importer, retailer), P.O. Box 646. Cable: KAYAMALLY. WTD in preparation.

SWEDEN—Women's hosiery. Direct purchase and agency. Firma Manorese, Ronny Andersson (agent), Ribevagen 4B, Malmo V. WTD 12/67.

227 Floor covering mills, products

SWEDEN—Wall-to-wall floor coverings as well as tufted, other non-woven processed textile floor coverings. Direct purchase and agency. Fredbergs Textil AB (agent, importer), 13 Dobelnsgatan, Stockholm C. WTD 1/68.

228 Yarn, thread mills, products

SWITZERLAND—Cotton, manmade yarns, fibers. Coto-Prolfitex SA (broker, importer, distributor), 9-11 Place de la Fusterie, 1204 Geneva. WTD 1/68.

229 Textile goods

HONG KONG—Lace curtains, curtain fabrics. Kayamally, Ltd. (importer, retailer), P.O. Box 646. Cable: KAYAMALLY. WTD in preparation.

UGANDA—Bed, table linen suitable as gift articles. Vallenders Ltd. (importer, retailer, wholesaler), P.O. Box 3295, Kampala. WTD 4/67.

230 Apparel

SWEDEN—Women's, misses', shirts, blouses, dresses. Direct purchase and agency. Firma Manorese, Ronny Andersson (agent), Ribevagen 4B, Malmo V. WTD 12/67.

233 Women's, misses', juniors' outerwear

NORWAY—Women's, misses', juniors' dresses manufactured from paper fabrics. Direct purchase and agency. Gulbranson & Thomle (manufacturers' agent, importing distributor), Prinsensgate 3B, Oslo 1. WTD 1/68.

239 Fabricated textile products

HONG KONG—Men's, women's summer sports, casual wear made of synthetic fabrics, other types of wearing apparel. The Dragon Seed Co., Ltd. (importer, wholesaler, retailer). P.O. Box 79. Cable: DRAGOSON. WTD in preparation.

243 Millwork, veneer, plywood, structural wood products

GERMANY—Plywood panels of hardwood facings for interior walls. Requests price quotations c.i.f. Hamburg or Rotterdam. Requests replies in German. Karl Driessen K.G. (distributor, importer), 22 Franzstrasse, Postfach 26, 429 Bocholt. WTD 1/68.

264 Converted paper, paperboard products

HONDURAS—Sealing paper in rolls for use in popsicle wrapping machine. Oso Polar, S. de

R.L., Callejon Jockey Club, Tegucigalpa, D.C. WTD in preparation.

UGANDA—Paper gift wrappers. Vallenders Ltd. (importer, retailer, wholesaler), P.O. Box 3295, Kampala. WTD 4/67.

281 Industrial chemicals

ITALY—Chemicals for foodstuffs industry such as alginates, monosodium glutamate, sorbitol; bleaches for paper industry. Direct purchase and agency. Franco Rol (importer, wholesaler), Corso Govone 10, Torino. WTD 1/68.

SWITZERLAND—Raw materials, intermediates for industrial chemical products. Direct purchase and agency. Emil Weisser & Co. (importer, wholesaler), Missionsstrasse 14, 4002 Basel. WTD 9/67.

282 Synthetic materials

LEBANON—Butyl caulking materials. Direct purchase and agency. Makyn Engineering & Contracting Co. (importer, wholesaler, commission merchant), P.O. Box 513, 67 Rue de la Marseillaise, Beirut. WTD 12/67.

283 Drugs

GERMANY—Ointment or salve which protects workers' hands, eliminates use of leather gloves when manipulating sharp edged workpieces. Direct purchase and agency. Vaseline Fabrik Rhenania E. Wasserfuhr K.G. (wholesaler, manufacturer), 96 Siegburger Strasse, 5302 Beuel. WTD 1/68.

SWITZERLAND—Raw materials, intermediates for cosmetics, pharmaceutical industries. Direct purchase and agency. Emil Weisser & Co. (importer, wholesaler), Missionsstrasse 14, 4002 Basel. WTD 9/67.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

SWEDEN—Drain pipe cleaners; household insecticides, repellants. Agency and direct purchase. Bertil Liljeholm AB (wholesaler, agent), Frejagatan 12, Malmo. WTD 1/68.

285 Paints, varnishes, lacquers, enamels

SWEDEN—Traffic paints. Agency and direct purchase. Bertil Liljeholm AB (wholesaler, agent), Frejagatan 12, Malmo. WTD 1/68.

306 Fabricated rubber products

GERMANY—Life rafts, inflatable; life preservers, other survival equipment. Direct purchase and agency. Friebe Luftfahrt-Bedarf (sales agent, wholesaler, exporter, importer), 69 Heidelberg, Saarstrasse 12. WTD 1/68

GREECE—Oil seals, rubber. Catalogs, price quotations requested. Direct purchase and agency. Antonopoulos Bros. (importer, retailer, wholesaler, agent), 54 Solomou St., Athens 102. WTD 1/68.

IRAN—Foam insoles. Imperial Iranian Army National Shoe Co. (government agency), Khajeh Nezamelmolk Ave., Tehran. WTD 1/68.

307 Plastic products

GERMANY—Plastic non-rigid life rafts. Direct purchase and agency. Friebe Luftfahrt-Bedarf (sales agent, wholesaler, exporter, importer), 69 Heidelberg, Saarstrasse 12. WTD 1/68.

Panels with melamine resin facing for interior walls. Requests price quotations c.i.f. Hamburg or Rotterdam. Requests replies in German. Karl Driessen K.G. (distributor, importer), 22 Franzstrasse, Postfach 26, 429 Bocholt. WTD 1/68.

311 Leather tanning, finishing

IRAN—Leather for making army boots. Imperial Iranian Army National Shoe Co. (government agency), Khajeh Nezamelmolk Ave., Tehran. WTD 1/68.

312 Industrial leather belting, packing

GREECE—Oil seals, leather. Catalogs, price quotations requested. Direct purchase and agency. Antonopoulos Bros. (importer, retailer, wholesaler, agent), 54 Solomou St., Athens 102. WTD 1/68.

317 Handbags, personal leather goods

UGANDA—Leather goods for gift purposes: handbags, purses, jewelry cases, cigar, cigarette cases; comb cases, cosmetic bags, key cases, sewing cases, wallets, toilet kits, cases. Vallenders Ltd. (importer, retailer, wholesaler), P.O. Box 3295, Kampala. WTD 4/67.

321 Flat glass

FRANCE—Sheet glass, laminated and plate glass. Requests replies in German or French. Miroiterie de l'Est, S.A. (manufacturer, installer), 88 Blvd. Lobau, 57 Metz. WTD 1/68.

322 Glass, glassware

UGANDA—Gift articles made of glass: containers, ashtrays, candlesticks, Christmas tree ornaments, art, decorative and novelty glassware, tableware, tumblers, vases. Vallenders Ltd. (importer, retailer, wholesaler), P.O. Box 3295, Kampala. WTD 4/67.

326 Pottery, related products

UGANDA—China, earthenware goods suitable as gift articles: dinner, tea and coffee sets; art and ornamental ware; ash trays; figures—pottery; florists' articles, vases. Vallenders Ltd. (importer, retailer, wholesaler), P.O. Box 3295, Kampala. WTD 4/67.

329 Abrasive, asbestos, nonmetallic mineral products

GERMANY—Diatomaceous earth (kieselguhr), ground; bentonite, filtering clays. Simex Grosshandel Rolf Sauer (distributor, importer), 7031 Magstadt, Wuerttemberg, Bachstrasse 13. WTD 8/67.

331 Steel mill products

PORTUGAL—Galvanized steel wire, for manufacture of ropes, cables; size range 0.20 to 3.00 mm dia.; tensile strength 130/140 kgs. per sq. mm., 160/180 kgs. per sq. mm. Companhia Industrial de Cordoarias Texteis e Metalicas Quintas & Quintas, S.A.R.L. (importer, manufacturer, exporter), Rua Gomes de Amorim, Povoa de Varzim. WTD in preparation.

352 Farm machinery

GERMANY—Equipment for cow sheds and pigsties, including automatic feeding equipment, automatic manure removal; other modern equipment for animal husbandry. Direct purchase and agency. Gorter & Co. GmbH. (importer, sales agent, wholesaler), 28 Bremen-Arsten, Arster Heerstrasse 94-95. WTD 7/67.

353 Construction, mining, materials handling machinery, equipment

● **BURMA**—Three towed type bituminous distributors, mounted on four wheel pneumatic tired trailers, oil fired; 350 imperial gal. tank capacity, diesel driven pumps of 40-70 gpm; forty bituminous heaters, mounted on four wheel trailers, steel wheeled, 350 imperial gal. tank capacity, diesel driven blowers. Tender No. E-31(T)PWC/67-68. Bid deadline Feb. 26. The Chairman, Public Works Corp., No. 60, Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-967-5566).

● **THAILAND**—Supply of one 8-ton hydraulic crane with telescoping boom; one 4-ton fork lift truck; ten sets of geared motor for radial gate hoists; four sets of distribution switchboard and lighting panelboards; 56 sets of electrical equipment and accessories for mitering gates of navigation lock; 42 sets of electrical equipment and accessories for radial valves of navigation lock. Tender No. MK-1-25. Bid deadline is Mar. 19. The Royal Irrigation Dept., Samsen Rd., Bangkok.★ (Telephone: 202-967-5589).

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.
ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.
ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.
BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.
BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 323-2327.
BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.
BUFFALO, N.Y., 14203, 504 Federal Building, 117 Elliott St. Area Code 716 Tel. 842-3208.
CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.
CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.
CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-3920.
CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.
CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.
CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 522-4750.
DALLAS, TEX., 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. 749-3287.
DENVER, COLO., 80202, 14419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.
DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.
DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.
GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.
HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.
HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.
HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.
JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 West Bay St. Area Code 904 Tel. 791-2796.
KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.
LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.
MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.
MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.
MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. 272-8600.
MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2131.
NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.
NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3277.
PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.
PHOENIX, ARIZ., 85025, 3413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.
PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.
PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.
RENO, NEV., 89502, 3028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.
RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.
ST. LOUIS, MO., 63103, 2511 Federal Building, 1320 Market St. Area Code 314 Tel. 622-4243.
SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.
SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.
SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.
SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

354 Metalworking machinery

AUSTRALIA—Electronic vehicle wheel alignment testing equipment. C.i.f. prices, illustrated material requested. Direct purchase and agency. National Roads & Motorists' Assn. (motoring services), (N.S.W.), 151 Clarence St., Sydney, New South Wales 2000. WTD 1/68.

GREECE—Power-driven hand tools, electric drills, sanders, planers, saws. Catalogs, c.i.f. Piraeus price quotations desired. Direct purchase and agency. N. S. Kouyoufas & Co. (importer, distributor, sales agent), 11 Vlahava St., Athens 111. WTD 1/68.

● **IRAN**—550 tungsten carbide tips suitable for turning steel wagon tires. Tender No. 1571/46; and a 3-phase, 50 cycle welder for welding tips, Tender No. 1589/46. Bid deadline Mar. 2. Purchasing Dept., Iranian State Railways, Tehran.★ (Telephone 202-967-2723).

SWITZERLAND—Twist drills, carbon steel, high speed steel and carbide, gear shaper cutters, hobs, slitting saws, other accessories for machine tools. Direct purchase and agency. Perval AG (importer, distributor), Edisonstrasse 10, 8050 Zuerich. WTD 1/68.

VIET-NAM—Machinery and equipment for the manufacture of door shutters, including: two sets of shutter making machines, one lathe, one sawing machine, two drilling machines, two spot welders, one shearing machine, two power presses, one paint spraying unit, and one anodizing unit. Bid deadline Feb. 28. Industrial Development Center (IDC) 40-42 Nguyen Hue, P.O. Box 336, Saigon.★ (Telephone: 202-967-2723).

355 Special industry machinery

FRANCE—Glass working machinery for cutting edges, bevelled edges, joints; silver plating of mirrors. Manufacturer requests offers for modernization of plant. Requests replies in French or German. Miroiterie de l'Est, S.A. (manufacturer, installer), 88 Blvd. Lobau, 57 Metz. WTD 1/68.

● **INDIA**—Supply of one vacuum packaging machine for sealing polyethylene, nylon, mylar and other transparent laminations used by the food industry. Tender No. BARC/P/CAP/712. Bid deadline Mar. 8. Head, Stores and Purchase Div., Bhabha Atomic Research Centre (Purchase Div), 3rd Floor, Mohatta Building, Palton Rd., Bombay 1.★ (Telephone: 202-967-5589).

● **VIET-NAM**—Supply of Turn Key plant for the production of kraft paper bags. Proposed annual production: seven million bags on the basis of one 8-hour shift day and 300 days/year.

Supplier to provide raw materials for the operation of the plant. Bid deadline Mar. 15.

● Supply of Package plant including supervision of erection and technical assistance for the annual production of 30 tons fishing line; 30 tons fishing nets using monofilament; and 40 tons fishing nets using twine. Bid deadline Mar. 15.

● Package plant including supervision of erection and technical assistance for the annual production of 100 tons plastic products, nylon bags on the basis of one 8-hour work day and 300 days/year. Bid deadline Mar. 15.

● Supply of two sets of injection moulding machines for the production of polyethylene. Bid deadline Mar. 30.

● Complete equipment for detergent plant. Capacity 150 Kg/h with technical assistance to supervise erection for start-up. Bid deadline Apr. 1.

Correspondence relating to these quotations should be addressed to: Industrial Development Center (IDC), 40-42 Nguyen Hue, P.O. Box 336, Saigon.★ (Telephone: 202-967-5589).

356 General industrial machinery

GERMANY—Filters for beverage industry, automatic filters, filter systems. Simex Grosshandel Rolf Sauer (distributor, importer), 7031 Magstadt, Wuerttemberg, Bachstrasse 13. WTD 8/67.

GREECE—Ball, roller bearings. Catalogs, price quotations requested. Direct purchase and agency. Antonopoulos Bros. (importer, retailer, wholesaler, agent), 54 Solomou St., Athens 102. WTD 1/68.

357 Office, computing, accounting machines

● **SUDAN**—Supply of three portable weighing machines, 1,000 kg., by 200 g., platform size 3 ft. by 3 ft. with back rails, pillar height from platform top face 40". Tender No. 3872, bid deadline Mar. 4. Controller of Stores, Sudan Railways, P.O. Box 65, Atbara.★ (Telephone: 202-967-2939).

SWITZERLAND—Computing machines, list maintenance, addressing, inserting, mailing, flexowriters. Direct purchase and agency. Perval AG (importer, distributor), Edisonstrasse 10, 8050 Zuerich. WTD 1/68.

358 Service industry machines

SPAIN—Measuring, dispensing pumps for gasoline service stations; all classes of apparatus, equipment normally required in such service stations, automobile repair shops. Repuestos Genova, S.L. (wholesaler, retailer), Genova 16, Madrid (4). WTD 1/68.

359 Machinery

GERMANY—Pneumatic control systems; complete line of air cylinders, valves and pneumatic control devices for every power application; components for pneumatic logic controls. Direct purchase and agency. Metallwerk Karl Leibfried GmbH (manufacturer, exporter), 703 Boeblingen, Schwarzwaldstrasse 63. WTD 1/68.

361 Electric transmission, distribution equipment

FRANCE—Electronic testing, measuring, analyzing equipment. Direct purchase and agency. Radio Television Francaise (importer, wholesaler, retailer, agent), 73, Ave. de Neuilly, 92-Neuilly s/ Seine. WTD in preparation.

SWITZERLAND—Electric fuses, renewable and nonrenewable, micro-switches. Direct purchase and agency. Perval AG (importer, distributor), Edisonstrasse 10, 8050 Zuerich. WTD 1/68.

364 Electric lighting, wiring equipment

SWITZERLAND—Fluorescent starters. Direct purchase and agency. Perval AG (importer, distributor), Edisonstrasse 10, 8050 Zuerich. WTD 1/68.

366 Communication equipment

KOREA—Various types of wire, wireless telephone and telegraph equipment, parts as well as radio, television transmitting, signaling, detection equipment. Direct purchase and agency. Woo Jin Trading Co., Ltd. (importer, exporter, sales agent), I.P.O. Box 1149, Seoul. WTD 1/68.

● **MALAYSIA**—Supply and installation of power and telephone cables. Tender No. 1428/22, bid deadline Apr. 2. Tender documents may be obtained on Feb. 19 for $24 from Preece, Cardew and Rider, 8, 10 and 12 Queen Anne's Gate, Westminster, London, S.W.1, or from their office located in the Mercantile Bank Bldg., 19/21 Market St., Kuala Lumpur.★ (Telephone 202-967-4823).

SPAIN—Electronic search and detection apparatus, including radar for use at airports. Repuestos Genova, S.L. (wholesaler, retailer), Genova 16, Madrid (4). WTD 1/68.

367 Electronic components, accessories

FRANCE—Electronic components such as: resistors for electronic end products; electronic inductors, transformers, capacitors, rectifiers, etc. Radio Television Francaise, 73, Ave. de Neuilly, 92- Neuilly s/ Seine.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subisidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

SWITZERLAND—Photocell relays, transformers for oil burners. Procalor S.A. (importer, distributor), 35 bis Ave. de Morges, 1000 Lausanne 20. WTD 1/68.

371 Motor vehicles, motor vehicle equipment

GREECE—Automotive parts, accessories, primarily sealed beam units, sealing compounds, universal joint kits. Requests information, prices. Constantine G. Manousoglou (commission agent, importer), 23 Metropoleos St., Thessaloniki. WTD 1/68.

ITALY—Bus heaters, preheaters, air conditioners. Condizionatori Valcerisio, S.a.s. (distributor), Via Barnaba Oriani 55, 20156 Milano. WTD in preparation.

374 Railroad equipment

● **MALI**—Supply of 107 miscellaneous railroad cars including 79 box cars and 10 flat cars. Lot No. 1; supply of six passenger cars and two baggage cars. Lot No. 2. Specifications, etc. are available from le Directeur General de la Regie du Chemin de Fer du Mali, Boite Postale No. 260, Bamako, Republique du Mali, for 50,000 Malian francs (M3 = U.S. $1). Correspondence in French is preferred. Bid deadline Mar. 11. Financing by IDA credit.

381 Engineering, laboratory, scientific, research instruments

GERMANY—Laboratory equipment for chemical industry, petroleum refineries; paper testing instruments for paper mills. Requests price quotations f.o.b. U.S. ports. Direct purchase and agency. Ernst Haase, Apparatebau und Laboreinrichtungen (wholesaler, manufacturer, importer, exporter), 58 Hauskampstrasse, 433 Muelheim/Ruhr. WTD 1/68.

382 Instruments for measuring, controlling, indicating physical characteristics

ENGLAND—Ultrasonic equipment; material testing equipment for fatigue, materials failure; laser ray equipment; numerically controlled equipment. Agency and direct purchase. Engineering and Scientific Equipment Limited (manufacturer, exporter, importer), 2 Mount Pleasant, Alperton, Wembley, Middlesex. WTD in preparation.

384 Surgical, medical, dental instruments

GERMANY—Protective helmets, oxygen masks, other life preservers. Direct purchase and agency. Friebe Luftfahrt-Bedarf (sales agent, wholesaler, exporter, importer), 69 Heidelberg, Saarstrasse 12. WTD 1/68.

MALAYSIA—Supply of 1,600 gas respirators of rubber or rubber composition with eye pieces of splinter proof glass or similar material, a cannister with filter and non-return exhaust valves. Tender No. KPN 130/7/5, bid deadline Mar. 15. Inspector General, Royal Malaysia Police, Kuala Lumpur.★ (Telephone: 202-967-2939).

386 Photographic equipment

SWITZERLAND—Microfilm; microfilm readers, enlargers. Direct purchase and agency. Perval AG (importer, distributor), Edisonstrasse 10, 8050 Zuerich. WTD 1/68.

● **VIET-NAM**—Supply of three 35 mm film cinema projectors with accessories, large wall projection screen, power amplifiers, preamplifiers, microphones, stands, speakers, audio cables, etc. Tender No. 2967-17018, bid deadline Feb. 28. Central Procurement and Supply Authority, P.O. Box H-5, Saigon.★ (Cable: MAI-VU, Saigon) (Telephone: 202-967-2939).

● Supply of 1,000 rolls film 120; 500 boxes extra white glossy 100 sheets; 5,000 photo lamp flash bulbs, Nos. 5 and 25; 10 enlarger bulbs; 1,000 boxes developers; 1,000 boxes acid fixers. Tender No. 2968-17018, bid deadline Feb. 28. Correspondence relating to these quotations should be addressed to: Central Procurement and Supply Authority, P.O. Box H-5, Saigon.★ (Cable: MAI-VU, Saigon) (Telephone: 202-967-2939).

391 Jewelry, silverware, plated ware

UGANDA—Gift articles including cigar, cigarettes, vanity cases; cigarette lighters; cuff buttons; handbags; jewelry; mountings; rings; watch bands; lapidary work; silverware, plated ware, stainless steel articles. Vallenders Ltd. (importer, retailer, wholesaler), P.O. Box 3295, Kampala. WTD 4/67.

399 Manufacturing industries

AUSTRALIA—Men, ladies' hair brushes, full line hair sundries. Prices, leaflets requested. Direct purchase and agency. Douglas Trading Co. (manufacturer, sales agent), Griff House, 4th Floor, Suite 8A, 324 Pitt St., Sydney, N.S.W. 2000. WTD 1/68.

FRANCE—Novelties, fancy articles, small gadgets, giftware. Direct purchase and agency. Descriptive literature, price lists requested. Lalanne (Anciens Ets.) "Prestige" (dealer), Place de la Republique; 33- Bazas, Gironde. WTD 7/67.

Physical therapy, rejuvenation equipment and devices for commercial use in specialized establishments; electric vibrators, face and body massaging apparatus, related up-to-date equipment for massage-parlors, beauty-shops. Descriptive literature, price lists requested. Direct purchase and agency. Fourre (Robert); Ets. Massator (dealer, sales agent), 87 Rue de la Course; 33- Bordeaux, Gironde. WTD 6/67.

504 Groceries

SAUDI ARABIA—Canned foods. Mohamad Hassan Karrar, United Arab Agencies (wholesale, retail grocery), P.O. Box 1045, Jidda. WTD in preparation.

505 Farm products—raw materials

SWEDEN—Raw sheepskins, other skins, pelts. AB Tranas Skinnberederi (fur dressing, dyeing), Box 101, Tranas. WTD 1/68.

SWITZERLAND—Raw cotton, cotton linters, cotton waste, kapok. Coto-Prolfitex S.A. (broker, importer, distributor), 9-11 Place de la Fusterie, 1204 Geneva. WTD 1/68.

508 Machinery, equipment, supplies

TRINIDAD, W.I.—Machinery and equipment for manufacture of lead pencils; metal, plastic ball point pens; erasers; pencil sharpeners; paper clips; file fasteners; rulers; carbon, blotting paper; rubberbands, other items falling within this category. Davidson-Arnott & Co., Ltd. (importers, wholesalers, retailers, agents), 110 Henry St., Port of Spain. WTD 5/67.

Export business vs. domestic business

"I do not believe the export business should be approached on the basis of skimming the gravy off the top. Nor do I believe it should be looked upon as plus business that can absorb overheads. If you begin applying all types of rationale to the benefits of getting export business, you will never get into the business on a sound, permanent basis. It must be looked at in the same terms as domestic business. A dollar's worth of export business should have the same value as a dollar's worth of domestic business."

—George Strike, President, American Laundry Machinery Industries

Argentina extends bid deadline

The Argentine National Highway Bureau notifies bidders interested in submitting offers for the construction of a toll bridge over the Parana River (see *International Commerce*, Nov. 20, p. 44) that the bid deadline has been advanced from Feb. 6 to Apr. 10, 1968.

Argentina asks bids on water project for River Plate system

Bernal Treatment Station gets Inter-American Development Bank's help

The Argentine Water Department is inviting bids for the construction of a water intake tower in the River Plate connecting the water intake conduit (underwater section) and the water discharge conduit, which is also to be built. Both projects pertain to the future Bernal Water Treating Station, to be built in the town of Bernal, Province of Buenos Aires, with the financial cooperation of the Inter-American Development Bank.

Deadline for submitting bids for both projects is 2 p.m., Apr. 3. Interested parties should deposit with the Argentine Water Department a guaranty of 13,777,990 Argentine pesos (approximately $39,365) for the intake tower and 1,695,315 Argentine pesos (approximately $4,844) for the conduit.

Copies of conditions and technical specifications for this bid can be obtained for 15,550 Argentine pesos ($44.43) from Obras Sanitarias de la Nacion, Marcelo T. de Alvear 1840, Buenos Aires, Argentina, by asking for Expediente 10,024/67. Correspondence is preferred in Spanish.

Deadline for submission of bids on the construction of the water intake conduit (tunnel section) is 5 p.m., Apr. 3. Interested parties should deposit with the Argentine Water Department a guaranty of 4,042,984 Argentine pesos (approximately $11,551).

Copies of conditions and technical specifications for this project can be obtained for 3,325 Argentine pesos ($9.50) from the above address by asking for Expediente No. 2931/67. Once again, correspondence is preferred in Spanish.

Costa Rica wants bids to build two-berth wharf

The Government of Costa Rica seeks bids for the financing, design, construction, and supply of the necessary cargo handling equipment for a two-berth wharf in the east coast port of Limon. Proposals are to include a guaranty bond of 1% of the bid price.

Specifications and a set of plans for the project are available for CR¢400 (6.65 CR colones = U.S. $1) from Proveeduria Nacional, Ministerio de Hacienda, San Jose, Costa Rica.

Bids must be received by the Departmento de Licitaciones Publicas, Gobierno de Costa Rica, San Jose, Costa Rica, by May 10.

French Government awards U.S. firm dredging contract

The Atlantic Gulf and Pacific Co., New York, has recently been awarded a $7.2 million dredging contract for the second stage of the development of the port facility at Fos, near Marseille.

The new deep water port is designed to provide extensive petroleum handling facilities. American Gulf and Pacific had earlier participated with a French firm in the $5.6 million first stage of the project.

Costa Rican railway needs new or reconditioned rails

Bid proposals will be received through 3 p.m., Mar. 20, by "Ferrocarril Electrico Al Pacifico," the Government of Costa Rica's autonomous institution operating the railway between San Jose and Punta Arenas (Chile) for 450 tons of 70 or 75 lbs. per yard rails, new or reconditioned, with fishplates (joint bars); ASCE; length 33 ft.; preferably punched at 2-15/32" and 7-15/32" with 15/16" holes. Punching on fishplates, same as on rails.

Separate quotations requested for rails and fishplates.

The American Embassy in San Jose can assist interested firms in locating sales agents to comply with local requirements of submitting bids on local stamped paper and 2% participation guaranty or bond. Performance bond of 10% of total value awarded to be submitted six working days after publication of award.

Alternatively, sales agents can be located from the Dept. of Commerce June 1967 Iron and Steel Trade List for Costa Rica. This list, along with World Trade Directory reports containing more detailed information on agents named in the trade list, may be obtained from any Commerce Field Office for $1. The World Trade Directory reports are $2 for each agent.

Dominican Republic to build dam and hydroelectric plant

The Government of the Dominican Republic will construct, with the cooperation of international financial organizations, an earthen dam approximately 80 meters high and a 40-megawatt hydroelectric plant (that ultimately will be raised to 80 megawatts) on the Yaque del Norte River at Tavera.

The water reservoir will be connected to the hydroelectric plant by a tunnel approximately 4,600 meters long and 6.50 meters in diameter.

Interested civil engineering and construction firms should indicate their interest by letter directed to Eng. Julio Sauri, Administrator General of the Corporacion Dominicana de Electricidad, Santo Domingo de Guzman, Dominican Republic (Cable: ANACAONA, Santo Domingo; the telex is 326195, Anacaona; and the telephone number is 3-1773).

Descriptive pamphlets of the Tavera Project which will permit the contracting firms to submit prequalification documents were scheduled to be ready for delivery by Feb. 10. Closing date for prequalification is Mar. 15.

Copies of a sheet outlining the scope of the project are available from the Building Materials and Construction Industries Division, BDSA-564, Room 4014, U.S. Department of Commerce, Washington, D.C. 20230 (Telephone: 202-967-3602).

Bolivian Central Bank issues tenders for new one-peso coin

The Central Bank of Bolivia has issued a tender for the minting of a new one-peso coin. Bids must be deposited with the Central Bank in La Paz by Mar. 8, or with Bolivian Consulates by Feb. 23, with a cable of notification to be sent to the Central Bank.

A copy of the specifications is available on a loan basis from the Trade Opportunities Staff, BDSA-624, U.S. Dept. of Commerce, Washington, D.C. 20230.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat products

SPAIN—Canned meats. Requests replies in Spanish. Rafael Rubio Carrino (agency), Galileo 80, Madrid 15. WTD 1/68.

202 Dairy products

PAKISTAN—Milk powder. Requests quotations, c. & f., Karachi. Sheikh Overseas Corp. (importer), Shewram Dewanmal St., Bunder Rd., Karachi. WTD in preparation.

203 Canning, preserving foods

SPAIN—Canned foods of all classes. Requests replies in Spanish. Rafael Rubio Carrino (agency), Galileo 80, Madrid 15. WTD 1/68.

252 Office furniture

GERMANY—Special metal furniture for electronic data processing installations. Wilfried A. Heinz (wholesaler, agent), 6 Frankfurt 70, Auf dem Muehlberg 6. WTD 1/68.

273 Books

AUSTRALIA—Teaching aids, particularly those designed to facilitate teaching of mathematics, language, rapid reading, remedial reading. Mr. R. Grunseit, Educational Aids, Curlewis Coaching College, 8 Curlewis St., Bondi, N.S.W. 2026. WTD 1/68.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

AUSTRALIA—Ladies' hair spray, shampoos. Exclusive agency. Prices, leaflets requested. Douglas Trading Co. (manufacturer, sales agent), Griff House, 4th Fl., Suite 8A, 324 Pitt St., Sydney, N.S.W. 2000. WTD 1/68.

NETHERLANDS—Degreasing, chemical cleaning compounds on detergent base, should be at least 80% biologically decomposable; descaling liquids based on hexamethylene-tertamine. Exclusive representation for western Europe; competitive prices essential. Requests detailed literature, samples. Josker Producten N.V. (importer, manufacturer, exporter, agent), 95 's-Gravendijkwal, Rotterdam. WTD 1/68 under Jos v. d. Berg.

287 Agricultural chemicals

NETHERLANDS—Liquid and/or powdered bird, especially sparrow, killing chemicals, preferably liquids which can be evaporated or atomized, for enclosed spaces such as food storage areas; new products in pest-control field. Exclusive representation for western Europe; competitive prices essential. Requests detailed literature, samples, Food & Drug Administration specification numbers. Josker Producten N.V. (importer, manufacturer, exporter, agent), 95 's-Gravendijkwal, Rotterdam. WTD 1/68 under Jos. v. d. Berg.

289 Chemical products

FRANCE—Masonry waterproofing, insulating compounds; protective surface coatings; patching, sealing ingredients; related materials for use in final revetment of terraces, vaults, general construction work. Requests replies in French. Torrent & Cie (Camille) (sales agent), 56 Allees Jean-Jaures; 31- Toulouse. WTD 1/68.

NETHERLANDS—New chemical products for automotive industry, except fuel additives. Exclusive representation for western Europe; competitive prices essential. Requests detailed literature, samples. Josker Producten N.V. (importer, manufacturer, exporter, agent), 95 's-Gravendijkwal, Rotterdam. WTD 1/68 under Jos. v. d. Berg.

291 Petroleum refining

ITALY—Fully refined paraffin wax. Spica, S.p.A. (distributor), Via Senato 11, Milan. WTD 12/67.

306 Fabricated rubber products

FRANCE—Rubber toys. Monsieur Raymond Grimberg, Gerant de O.M.E.M.A. (agent), 29, Rue Mogador, Paris, 9e. WTD in preparation.

342 Cutlery, hand tools, general hardware

FRANCE—Gadgets included in hardware, such as picnic, furniture, motor vehicle, housewares gadgets. Monsieur Raymond Grimberg, Gerant de O.M.E.M.A. (agent), 29, Rue Mogador, Paris, 9e. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

AUSTRALIA—Off shore drilling equipment. E. A. Marr Industries Ltd., 282 Coward St., Mascot, N.S.W. 2020.

357 Office, computing, accounting machines

GERMANY—Computer auxiliary equipment. Wilfried A. Heinz (wholesaler, agent), 6 Frankfurt 70, Auf dem Muehlberg 6. WTD 1/68.

362 Electrical industrial apparatus

AUSTRALIA—Component parts for timing devices for home appliances, such as push-button arrangements for washing machines for activating various cycles. Allied Capacitors Pty. Ltd. (manufacturer, exporter, importer), 752 Pittwater Rd., Brookvale, Sydney, N.S.W. 2100. WTD 4/67.

366 Communication equipment

ISRAEL—Telemetering equipment, transceivers, receivers. Exclusive agency. STG International, Ltd. (commission agents, importers), 52 Nahlat Benjamin St.. P.O. Box 1276. Tel Aviv. Cable Address: SLOTUGI, Tel Aviv. WTD in preparation.

367 Electronic components, accessories

GERMANY—Semiconductors, switching systems. Requests price quotations. Alfred Knitter (manufacturer, importer, exporter, agent), 21 Bundesallee, 1 Berlin 15. WTD 1/68.

381 Engineering, laboratory, scientific, research instruments

AUSTRALIA—Teaching aids: visual, auditory aids; electronic, mechanical, films. Mr. R. Grunseit, Educational Aids, Curlewis Coaching College, 8 Curlewis St., Bondi, N.S.W. 2026. WTD 1/68.

COSTA RICA—All kinds of laboratory apparatus, instruments. Max R. Paschka (sales agency), Apartado 1166, San Jose. WTD 1/68.

382 Instruments for measuring, controlling, indicating physical characteristics

GERMANY—Battery and antifreeze testers for vehicles, primarily small equipment or parts of plastics. Requests price quotations c.i.f. Hamburg or Bremen. Requests replies in German. Georg Pforr—GEFO (exporter, manufacturer, wholesaler), 272 Volmerswerther Deich, 4 Duesseldorf 1. WTD 1/68.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subisidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

394 Toys, amusement, sporting, goods

FRANCE—Indoor games, billiard, lotto, bingo, chess, checkers, dominoes, puzzles; game sets for adults, children; educative games; sea side resort games; mechanical, non mechanical toys; stuffed toys; toy furniture; dolls, doll carriages, carts; construction sets; electric trains. Monsieur Raymond Grimberg, Gerant de O.M.E.M.A. (agent), 29, Rue Mogador, Paris, 9e. WTD in preparation.

399 Manufacturing industries

AUSTRALIA—Book matches, for advertising purposes. Burnham Johnston Pty. Ltd. (agent, distributor, importer), Clarence House, Cnr. Alfred & Glen Streets, Milson's Point, Sydney, N.S.W. 2061. WTD 8/67.

Iran foundation invites bids to equip hospital completely

The Pahlavi Foundation of Iran is building a cardio-vascular hospital and wishes to correspond with firms which would be willing to bid on completely furnishing the hospital with beds, furniture, surgical instruments and equipment, medical supplies, appliances and apparatus, kitchen equipment, and similar items.

Bidding will be limited to complete package bids. Estimated value of the project is $1.8 million. The Pahlavi Foundation is endowed by Iran's royal family.

The bid deadline has not been announced. Firms which are interested in submitting bids and receiving the tender conditions and technical specifications should communicate with Mr. F. G. Dawes, Advisor, Queen Pahlavi Cardio-Vascular Hospital, Pahlavi Ave., Tehran, Iran.

Leads for Importers

Commodities are offered direct unless specified

203 Canning, preserving food

COLOMBIA—Frozen sea foods such as shrimps, prawns, fish. Direct sales. Alimentos Vikingos Ltda. (exporter, wholesaler), Apatado Aereo (Airmail P.O. Box) 2858, Cartagena. WTD 1/68.

399 Manufacturing industries

FRANCE—Belt-massagers, electric; leg-relaxing foot-stools with electric vibrators, other apparatus, equipment of modern types for use in beauty shops, hair dressers' salons, related establishments. Descriptive literature, price lists supplied upon request. Fourre (Robert), (Ets. Massator) (manufacturer, dealer), 87 Rue de la Course; 33- Bordeaux, Gironde. WTD 6/67.

Government of Pakistan calls for bids on tape recorders, other broadcasting equipment

The Department of Investment Promotion and Supplies of the Government of Pakistan, has issued Tender No. ENG-3/7277/1/68, for the supply of radio broadcasting equipment.

Bid deadline is Mar. 21.

Bid should offer four 10 kw., m.w. AM broadcast transmitters with antennas, four 1-kw. FM broadcast transmitters with antennas, twelve FM broadcast receivers with antennas, three transmitter/receivers for radio telephone use with antennas, and turntables, tape recorders, microphones, test equipment and spares for all equipment.

Copies of the tender announcement and specifications are available from the Director General, Investment Promotion and Supplies, Karachi, Pakistan or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230 (Tel.: 202-967-4038).

Lebanon wants bidders on wheat silos for Port of Beirut

The Government of Lebanon invites bids for the civil engineering and construction of wheat silos for the Port of Beirut. These silos will have a storage capacity of 60,000 tons and will be capable of extension to 120,000 tons.

Bid deadline is Mar. 7.

Sets of instructions for bidders (in French) are available from the Building Materials and Construction Industries Division, BDSA-564, Room 4014, U.S. Department of Commerce, Washington, D.C. 20230 (Tel.: 202-967-3602). Other documents can be purchased for LL 250 ($83) from the Executive Council for Major Projects, Kouchakjian Building, Bir Hassan, Beirut, Lebanon.

Correspondence is preferred in French.

Mexico asks bidders to register for several irrigation projects

The Mexican Secretariat of Hydraulic Resources invites contractors to register to bid on various construction works in connection with Irrigation Zone Number 14, Colorado River, in States of Baja, California and Sonora.

To be financed by the International Bank for Reconstruction and Development (World Bank), the projects include: construction and rebuilding of 1,455 miles of canals; construction and rebuilding of 945 miles of drains; 345 miles of roads; a 290-mile telephone network; grading and leveling of 250,000 acres for embankments; construction and rebuilding of 590 holding wells, and construction of 159 buildings and stations.

All work is to be completed in seven years.

Deadline for registration is Mar. 2. Further information on these projects may be obtained from Departmento de Contratos de la Direccion de Construccion de Grande Irrigacion, Tenth Floor, Paseo de la Reforma 69, Mexico D.F., Mexico. Enclose 50 pesos ($4) for registration forms.

India issues tender to build, equip mercury fulminate plant

India's Director General of Supplies & Disposals, National Insurance Building, Parliament St., New Delhi, has issued Tender No. ME2/107/02/613/Cell, with a deadline of Mar. 12, for the supply and equipment of a complete mercury fulminate plant with accessories, capable of manufacturing 35 kilograms of mercury fulminate per month.

Copies of the tender are available from the India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. 20008.

A copy of the tender is available on a short-term loan basis, to firms located in the U.S., from the GIEC Division, BDSA-588, Dept. of Commerce, Washington, D.C., 20230. (Tel.: 202-WO 7-5589).

When a foot is not a foot

If your printer quoted you a price on 21.5 by 27.9 centimeter letterheads you would think he was in the wrong country.

You probably would pass up the service station where pumps measured gasoline by the liter.

The advertisers in these pages—except those from the U.K. and the British Commonwealth countries—are just as partial to the metric system as you are to inches and gallons.

So when you answer one of them, quote in metric measurements.

Ask the Department of Commerce Field Office.

Greeks requesting applications on two oil refinery operations

The Greek Ministry of Coordination, Ippocratous Street, Athens, is requesting applications for:

1) The lease for the management and operation of the state oil refinery at Aspropyrgos, Greece, after the termination of the present contract on Aug. 26, 1968. The bid deadline is 12 noon, Athens time, Feb. 29.

2) Erection, management and operation of a third oil refinery in Greece. The bid deadline is 12 noon, Athens time, March 15.

In submitting applications, private enterprises are asked to evidence that they possess the special knowledge, technical organization and financing required to undertake projects of this nature.

Applicants considered eligible will be invited to state terms and conditions under which they would assume the above responsibility, on the basis of prerequisites to be set by the Ministry of Coordination.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Norman K. Clayton, Sales Director, Clayton Bros. Pty. Ltd., Wollongong, N.S.W., interested in contacting U.S. manufacturers for sales representation of **banding tools for steel coils, marking equipment for steel products, polyurethane crane buffers, single and two speed electric hoists similar to "Clayton" and "Demag", chain blocks, industrial chemicals, equipment for oil and gas reticulation, products related to oil drilling, steel mill equipment, industrial valves including large bore ball valves and butterfly valves, hydraulic services for use in heavy industry, heavy duty universal shafts, synthetic brattice cloth for use in mining industry, coated and lined synthetic jacketed fire hose in 1½"-2½", expansion joints for pipelines, automated laundry and dry cleaning equipment,** sales representation and/or manufacturing under license in Australia of **mechanical and hydraulic jacks, motorized hydraulic jacks to 200-ton capacity, props for mining 6'-10' height and to 20-ton capacity, gear type motor couplings, hydraulic couplings similar "Vulcan Sinclair," domestic dish washers, refrigeration and air conditioning equipment for use with natural gas, burners for boiler conversion from oil to natural gas, conveyor and packaging equipment,** Last week in April or first week of May via New York for 4-6 weeks. After 2/20 c/o Grand Central Branch, Chase Manhattan Bank, 422 Lexington Avenue, New York, N.Y. 10017.

Itinerary: to be decided upon arrival. WTD in preparation.

Dorothy M. Mack, Becky Sharp Pty. Ltd., 147 Military Road, Neutral Bay, Sydney, N.S.W., 2069, interested in purchasing **children's and women's clothing,** Feb. 24 via Honolulu for one year. c/o Mrs. V. Creagh, Russell St., Hilldale, Conn. 06604. Itinerary: 2/24-29 Honolulu, 2/29-3/3 Los Angeles, 3/11-13 Miami, 3/14-15 Washington, 3/15 for indefinite period New York, Chicago. WTD 1/68.

BRAZIL—Eduardo Santos, Sociedade de Produtos Alimenticios da Bahia, Rua Santos Dumont 6, Salvador, interested in purchasing **bakery machinery** and requesting technical information. Feb. 3 via Miami for 25 days. c/o Delta Drilling Co., P.O. Box 2012, Tyler, Texas 75701. Itinerary: Boston 2/17-20, New York 2/21-27. WTD in preparation.

ISRAEL—Jacob (Jaap) Bar-David, Director and Owner, Bar-David Licensing Agency, 15 Magal St., Savyon or P.O. Box 1104, Tel Aviv, interested in **exchange of patents on games, toys and gadgets and/or establishing licensing or joint venture** with U.S. manufacturer for production of such items in Israel. End of Feb. via New York for 2-3 weeks. c/o El-Al Israel Airlines, Rockefeller Center, New York, N.Y. 10020. Itinerary: New York, others as required. WTD in preparation.

Joseph Bezalel, Director, Poly-Technion, 17 Brenner St., Tel Aviv, interested in establishing a contractual agreement with an American educational institution which can supply **general correspondence courses on such subjects as engineering, mathematics, and English,** to be used as teaching material in his three schools. Feb. 15 via New York for three weeks. c/o Israel Consulate General, 11 E. 70th St., New York, N.Y. 10021. Itinerary: New York, surrounding areas. WTD in preparation.

Nicaragua granted loan by IDB for 69 water supply systems

The Inter-American Development Bank recently announced the approval of a loan equivalent to $2 million to the Republic of Nicaragua to help build some 69 **rural water supply systems** which will benefit about 65,000 people in 75 communities.

The Program will be carried out by the National Water Supply and Sewage Department, an agency of the Ministry of Public Health which is responsible for the operation and development of the nation's sanitary systems.

The projects, which are included in the first stage of a National Rural Water Supply Plan, will include construction and installation of intake and pumping facilities, conduits, storage tanks, distribution systems, public taps and home connections.

Australian firms to construct Sherritt Gordon refinery

Officials of the Western Mining Corporation have confirmed earlier reports that the firm **will install a Sherritt Gordon refinery** at Kwinana, Western Australia, **to produce nickel metal from the ores mined by the company at Kambalda.**

The company signed a formal agreement with the Government of Western Australia on Jan. 19 which, among other things, commits the firm to spend a minimum of A$45 million (A$1 = U.S. $1.12).

During the next three years it plans to expand mining and milling facilities at Kambalda; to provide railway rolling stock to cart concentrates from Kalgoorlie to Kwinana; to extend the Kambalda township and provide other local facilities; and, to construct a refinery at Kwinana to produce "not less than 15,000 tons of refined nickel metal per year, with production beginning not later than 1971."

Under the signed agreement, Western Mining will be required to begin construction on the refinery by the end of June or, if there is an extension of time, not later than Sept. 1968.

Government of India approves development of two harbors

The Government of India has approved the **development of Tuticorin, in Madras State, as India's ninth deep sea harbor,** at a cost of Rs. 244 million ($32.5m.). When completed in 1975-76, Tuticorin will be a 30-foot harbor with five berths. Traffic is expected to amount to 3.5 million tons annually.

The Government of India has also approved the **development of Mangalore (Mysore State) as a major port** at a cost of Rs. 24.3 crores ($32.4 million). When completed in fiscal year 1970-71, Mangalore will be a 30-foot harbor with three alongside berths and two mooring berths. Traffic is expected to amount to three million tons annually.

Spanish utility announces plan for third nuclear power plant

The Spanish electric utility company Iberduero, S.A., recently announced plans for a large nuclear power plant at Lemoniz, on the coast north of Bilbao. The plant would have installed capacity of 1,030,000 kilowatts and would cost around 16 billion pesetas (nearly $250 million). One press report indicated an operational target date of 1975.

Construction is also underway on Spain's two other nuclear power projects, Santa Maria de la Garona (NUCLENOR), and Vandellos. Latest-reported operational dates for these two plants are, respectively, early 1970 and 1971.

'. . . tune in next week at the same time'

The serial is great for some forms of entertainment.

But not for business correspondence.

If you respond to one of the advertisers in these pages give him the WHOLE story the first time.

- Your unit of sale—whether by the foot or the ton—and what kind of a ton.
- Details of various price lines available if you have such distinctions as "utility", "standards" or "deluxe".
- Your price, including discounts for quantity and for prompt payment.
- Your delivery schedule.
- Your catalogue or other appropriate literature.
- Your payment terms.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1968—301-950/32

Calendar *for international traders*

BETHLEHEM, Pa.—Feb. 27—Foreign Trade Assn. of Lehigh Valley monthly meeting, Holiday Inn East, 6 p.m.

CHICAGO—Feb. 28 - 29—Chicago World Trade Conference, LaSalle Hotel. Sponsors: Int'l Trade Club of Chicago, Chicago Assn. of Commerce & Industry.

CHICAGO—Mar. 5—In-Office Meeting, Commerce Field Office.

CLEVELAND—Feb. 28—Workshop on Transportation, Insurance, Banking Terminology & Documentation, Conference Room, Cleveland World Trade Assn., 10 a.m. Sponsors: Commerce Field Office, REEC, Cleveland World Trade Assn., Small Business Admin.

CLEVELAND—Mar. 6—First of 11 weekly lectures in Int'l Business Development Program, Baker Hall, Case Western Reserve Univ., 8 p.m. Sponsors: Case WRU, Commerce Field Office, REEC.

DAYTON—Feb. 26—Horizons Unlimited in Int'l Markets, Neil's Heritage House, 12 noon. Speaker: **Felix Turel, Int'l Trade Specialist. Commerce Cincinnati Field Office.** Sponsor: American Marketing Assn., Dayton Chapter.

KANSAS CITY—Feb. 21—In-Office Workshop for Exporters, Federal Office Bldg. Sponsors: Commerce Field Office, REEC. Note change from previously announced Feb. 29 date.

LOS ANGELES—Feb. 23—Export Expansion Seminar, Commerce Field Office, 9:30 a.m.

NASHVILLE—Feb. 28—Forum on Export Outlook 1968. Sponsors: Commerce Memphis Field Office, Middle Tenn. Exporters' Roundtable, REEC.

NASHVILLE—Feb. 29—Export Workshop, Chamber of Commerce, 9 a.m. Sponsors: Commerce Memphis Field Office, Chamber of Commerce, Small Business Admin.

NEW YORK—Feb. 27—Building Domestic Business with Foreign Joint Ventures & Licensing, 13th Floor, First Nat'l City Bank Bldg., 10 a.m. Speaker: **Johnson Garrett, U.S. Industrial Development Attache for Europe.** Sponsor: Commerce Field Office.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

NEW YORK—Feb. 28—Seven-week course on Planning & Organizing for Int'l Trade, College of Business Admin., Long Island University, Brooklyn. Sponsors: Commerce Field Office, REEC, Long Island Univ.

NEW YORK—Mar. 5-6—Businessmen's Consultation, **George A. Hays, Commercial Officer, Wellington/to Karachi.** Sponsor: Commerce Field Office.

NEWARK—Feb. 26—First of seven weekly seminars on Marketing, Sales, Credits & Distribution. Sponsor: World Trade Assn. of New Jersey.

OKLAHOMA CITY—Feb. 27—In-Office Workshop for Exporters, Okla. City Chamber of Commerce. Sponsors: Commerce Dallas Field Office, REEC, Okla. City Chamber of Commerce.

PHILADELPHIA—Feb. 23—Domestic Joint Ventures & Licensing with Foreign Participation, Commerce Field Office. For consultation: **Johnson Garrett, U.S. Industrial Development Attache for Europe.**

PITTSBURGH—Feb. 28—Domestic Joint Ventures & Licensing with Foreign Participation, Rm. 2214, Federal Bldg., 10 a.m. Speaker: **Johnson Garrett, U.S. Industrial Development Attache for Europe.** Sponsor: Commerce Field Office.

SAN FRANCISCO—Feb. 28—Export Control Seminar, Palo Alto Chamber of Commerce. Sponsor: Commerce Field Office.

ST. LOUIS—Feb. 29—Invest in the U.S.A. conference/consultation, Commerce Field Office. Guest: **Johnson Garrett, Industrial Development Attache in Europe.** Sponsors: Commerce Field Office, REEC.

ST. LOUIS—Feb. 29—World Trade Club of St. Louis monthly dinner meeting, Henrici's Bel Air West, 6 p.m.

ST. LOUIS—Mar. 5—Show You Export Workshop, Conference Room, Federal Bldg., 2 p.m. Sponsors: Commerce Field Office, REEC.

TULSA—Feb. 28—De-briefing conference on trade mission to S. America, Tulsa Chamber of Commerce. Sponsors: Commerce Dallas Field Office, REEC, Tulsa Chamber of Commerce.

WACO, Tex.—Feb. 29—Int'l Trade Workshop, Waco Chamber of Commerce. Sponsors: Commerce Dallas Field Office, Waco Chamber of Commerce.

UNITED STATES
GOVERNMENT PRINTING OFFICE
DIVISION OF PUBLIC DOCUMENTS
WASHINGTON, D.C. 20402

OFFICIAL BUSINESS

CR - MAY 46129
UNIVERSITY MICROFILMS
SERIALS SECTION
300 NORTH ZEEB RD
ANN ARBOR MICH 48106

TAGE AND FEES PAID
ERNMENT PRINTING OFFICE

rst-Class Mail

DON'T MISS IT!

Don't let time—and your regular copy of INTERNATIONAL COMMERCE get away from you.

If your address label carries the symbol

CR-MAR

send us your check for $16 (if you haven't already mailed it) with the coupon below to make sure there is no break in your subscription.

ORDER FORM: CR-MAR

U.S. Department of Commerce
Washington, D.C. 20230

Enclosed_____ (Send only check or money order payable to the U.S. Department of Commerce).

Keep Sending Me ***International Commerce***

- ☐ Annual Subscription, $16
- ☐ Air Mail, $25 additional
- ☐ Foreign Mailing, $5 additional

Name _____

Address _____

City, State & Zip Code _____